

PASSENGER TRAFFIC

*Reports on commuter service,
mail, diners, communications...*

RAILWAY AGE

May 20, 1957



How the new trains are doing ↑

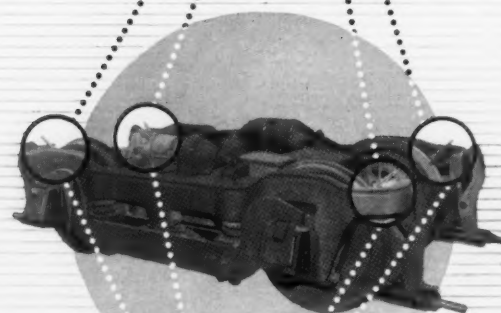
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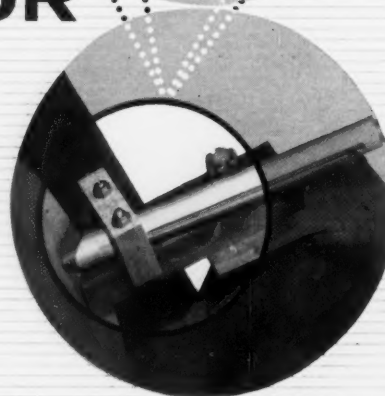


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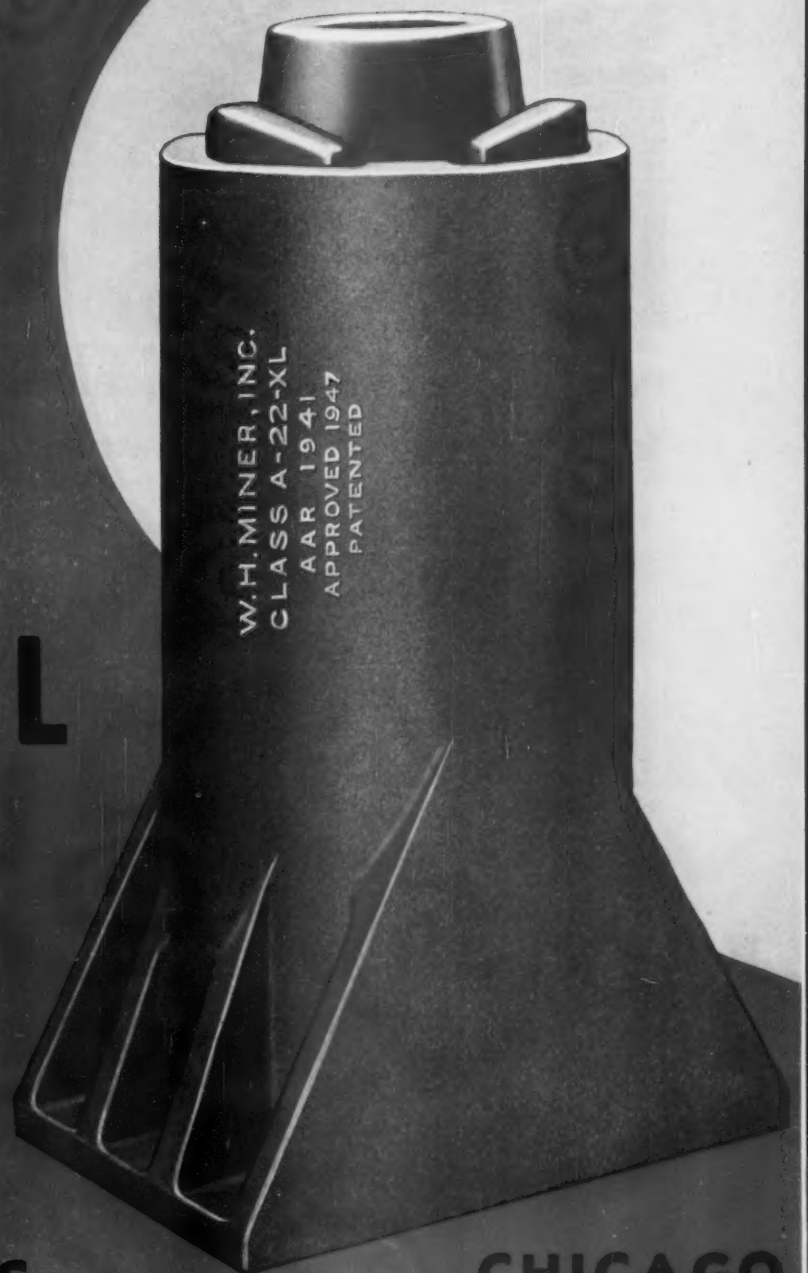
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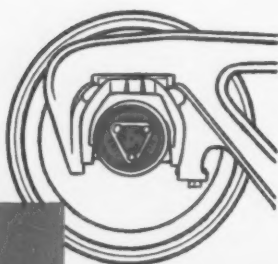
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Mergers held vital to RR growth p.9

New York Central President Perlman tells the Transportation Association limited regional consolidations would provide the capacity for technological progress. He'd also revise rate concepts, live with and "enjoy" passenger subsidies, and step up transport integration.

We think passengers are coming back! p.50

Because more favorable things exist in the passenger picture today than have been there for at least the past 10 years, let's put an end to gloom talk. Passenger service—which is good service and good business—deserves a better break.

What will 'beef up' passenger selling? p.52

Some cogent answers to this question are offered by a rail-roader, a supplier and a teacher.

The new trains are going places p.54

Passenger trains of revolutionary design are being tested all over the country. Here's a report on what this new equipment has done and what its future may be.

Roads push dual mail campaigns p.57

Realistic rates for carrying mail, and an end to propaganda distortions and uneconomic diversions, are being sought by railroads in ICC and congressional hearings.

Exploring the future of suburban service p.58

Possible answers to the problems of suburban rail movement are explored by William Miller, consultant in state and local government.

Less frills in the diner? p.60

This may result from the conflict between railroads' desires to provide top-quality service and the universal need to trim expenses.

A lady looks at the diner p.62

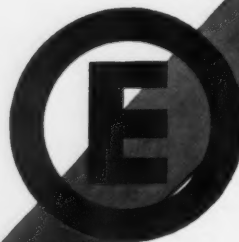
"Thinking out loud" about her reaction to railroad dining



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RAILWAY AGE The Industry's Newsweekly

Current Statistics

Operating revenues, three months	
1957	\$2,574,640,178
1956	2,535,561,742
Operating expenses, three months	
1957	\$2,022,062,144
1956	1,981,503,801
Taxes, three months	
1957	\$271,500,619
1956	269,326,709
Net railway operating income, three months	
1957	\$213,857,758
1956	218,900,246
Net income estimated, three months	
1957	\$161,000,000
1956	163,000,000
Average price 20 railroad stocks	
May 14, 1957	91.49
May 15, 1956	107.52
Carloadings revenue freight	
Eighteen weeks, 1957	12,042,194
Eighteen weeks, 1956	12,721,606
Average daily freight car surplus	
Wk. ended May 11, 1957	14,248
Wk. ended May 12, 1956	5,982
Average daily freight car shortage	
Wk. ended May 11, 1957	835
Wk. ended May 12, 1956	7,378
Freight cars on order	
May 1, 1957	105,190
May 1, 1956	137,436
Freight cars delivered	
Four months, 1957	34,210
Four months, 1956	20,972
Average number railroad employees	
Mid-April 1957	992,593
Mid-April 1956	1,048,965

ADVERTISING SALES DEPARTMENT

Duane C. Salisbury, vice-president, director of sales, New York

New York 7, N.Y., 30 Church st., WO-4-3060
J. S. Vreeland, vice-president, F. T. Baker,
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Crossett, J. D. Dolan, W. J. Gatenby

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MA-1-4455, H. H. Melville, vice-president
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J. S. Crane

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Week at a Glance CONTINUED

car service, a noted food editor offers her views, not as criticism, but merely as informed opinion.

Backstage act speeds the passenger p.63

The role played by communications in passenger sales and services is the subject of this exclusive Railway Age report.

Public relations helps 'sell' train-off cases p.64

Taking the problem to the public, as well as to the proper regulatory agency, is helping the nation's railroads lick the problem of the "Chamber of Commerce" train.

'Averaging'—the big obstacle to profits p.112

Almost everywhere on railroads, where there's trouble, there will be found one basic cause: Too much "averaging." The practice, natural and reasonable under monopoly conditions, loses its validity in a competitive situation.

SHORT AND SIGNIFICANT

Proxy fight on MoPac . . .

ended with the management winning four of the five directorships up for reelection. The opposition won the other directorship and named T. C. Davis to the position, for which he had not been renominated by management. At a meeting of the board early last Thursday, Paul J. Neff, president of the road, was named to the new post of chairman, and Russell L. Dearmont, vice-president and general counsel, was moved up to the presidency.

A new type of gas turbine engine . . .

which can be fueled by oil or powdered coal (without fly-ash problems), is being tested at the New York Central's new Cleveland research center. It is expected to be ready in a few weeks for road tests on a locomotive.

155 truck operators . . .

were arrested for violations of state laws, and "out of service" stickers were placed on 294 vehicles for mechanical defects, during a recent 12-day Florida road check by ICC and state officials. The check was conducted in part to determine the extent of unauthorized transportation of property and compliance with ICC safety regulations.



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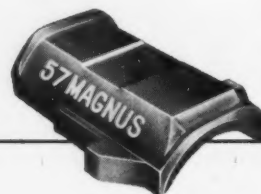
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Mergers Held Vital to RR Growth

Perlman says regional consolidations would eliminate costly duplicate services and facilities, give roads capacity to modernize

New York Central President Alfred E. Perlman declared last week that the only way railroads can now lick their major problem of how to use modern technology is by consolidation into "a limited number of large systems."

In quiet, thoughtful phrases the NYC chief executive contended that "a logical grouping of railway lines within each of the several regions of the United States would provide systems with as great a capacity for technological development as our most successful manufacturing industries possess."

He spoke as railroad representative at an institute conducted in New York City by the Transportation Association of America.

On the eve of opening the Central's new research laboratory at Cleveland, Mr. Perlman told of the technological advances that have marked the Central's recent history. He mentioned new CTC installations, new yards built, building and "in the blueprint stage," a "revolutionized locomotive maintenance program," tests of a synthetic fuel costing less than economy fuel oils and developing more horsepower, and tests of a locomotive turbine using oil or powdered coal.

"These changes and others," he said, "spell out a ferment in the railroad industry which is probably greater than at any time in its history since the days of the great builders of railroads. It is exciting and exhilarating to be part of this industry . . . when we are shaking loose from the past with such vigor."

Capital for further growth is lacking, though, Mr. Perlman said. "And capital," he added, "requires more traffic to build revenues, earning power and credit. The only way we can get these with present levels of traffic" is through consolidations.

His declaration followed soon after a statement by Perry M. Shoemaker, president of the Lackawanna, who said at that road's annual meeting that studies of the contemplated DL&W merger with the Delaware &

Hudson and Erie have been intensified after encouraging preliminary analysis. Recommendations on the proposal—which would consolidate competition against the Central in the east—are anticipated before the end of the year, Mr. Shoemaker said.

Quite to the point, Mr. Perlman said that consolidations don't "mean the end of competition—far from it. Competition would be strengthened, but it would be competition without the excesses of service and facilities and organization that are required today in relation to the services performed and sold."

"Consolidation would also cut the Gordian knot of such perennially vexatious problems as car supply and divisions of freight rates."

Integration of different transport modes was viewed by Mr. Perlman as being stymied by the same "political and other roadblocks" that have thwarted railroad merger efforts.

"They are regressive," he said. "They prevent the full development of the transportation potential of this country. They have created enormous waste of money and effort."

Ad libbing in the midst of his prepared address, Mr. Perlman commented that in addition to corporate integration in the manufacturing industry "a ship line can own an airline; God forbid that a railroad should try to own an airline."

Under questioning by a "quiz team" composed of shipper spokesmen, Mr. Perlman said his road would not slough off LCL business. "We should be in the transportation business . . . we should take everything that comes." Moreover, he went on, the road should be able to profit doing it through new technologies like the NYC piggyback innovation "Flexivan" (Railway Age, Apr. 8, p. 10).

"We've got to get more and more into integrated service . . . I think the national policy should favor greater integration of transportation."

Mr. Perlman also dealt at some length with railroad operations which he assailed as being too much based on an outmoded "retail" concept.

With rail wages tied to the levels in mass production industries, railroads must operate on a "wholesale" basis. "We must devise a rate structure based on costs," he asserted.

Alternately bridling and easing into amiable repartee, Mr. Perlman countered some sharp questioning:

What about a passenger subsidy?—"I'm going to relax and enjoy it" if it ever comes, he retorted. "There's no use talking about user charges" for airlines, water operators or truckers, so "what's the use of pounding your head against the wall when everybody else is getting it?" he asked. Commenting on the St. Lawrence River development, he declared "if the New York Central were paid what the New Seaway will cost we could haul everything free."

Can't some losses be absorbed?—Under equitable circumstances, yes, he stated, but railroads are the only carrier not aided by the government. Could Sears Roebuck compete with an Army PX carrying the entire SR line and selling to the general public?

What's the real passenger loss?—If

OUR NEW COVER

The cover of Railway Age this week has a new look—a new look you will be seeing on a regular basis beginning July 1. The editors of Railway Age have embarked on a continuing program to improve, both in scope and content, the newsweekly which railroad men read to keep abreast of their business.

Railway Age's new cover is only one of many changes and improvements which will be built on the solid foundation of more than 100 years of service to the railroad industry. Coming soon are more timely features, more articles to help you do your job better, and a brand new look for the pages of the magazine. We hope you will like what we have lined up for you.

—The Editors.



AAR Film Honored by Freedoms Foundation

The Freedoms Foundation's George Washington Honor Medal has been awarded to the Association of American Railroads for its motion picture "The Right to Compete." Albert R. Beatty (left), AAR assistant vice-president, accepted the medal from Dr. Kenneth D. Wells (center), president of the foundation, and Dr. Fran-

cis P. Gaines (right), president of Washington and Lee University. The foundation, calling the film "an outstanding achievement in helping to bring about a better understanding of the American way of life," said it shows "the importance of the transportation industry in America's economy."

the New York Central could abandon its passenger services tomorrow, "I would say we could save more than the ICC formula shows." This is true, he said, because of the NYC's huge investment in facilities and its great tax bill and because half its train miles are performed in passenger service.

Would he enter through routes and rates agreements with truckers now?—A flat "no, not now."

What's the NYC postal picture?—NYC loses \$14 million out-of-pocket annually but was told its mail business would be given to trucks or planes if rates were raised. Costs are not in transportation but in terminal handling—"and that's where the Post Office fools a lot of people."

Other speakers at the institute in-

cluded: C. L. Burgess, president, Trans World Airlines, who said the airlines expect to exceed total railroad intercity passenger miles (first class and coach) for the first time this year. He also said the airlines were willing to pay their "fair share" of air terminal and navigation facilities with military and other non-commercial air transport.

J. L. S. Snead, Jr., president, Consolidated Freightways, said he favored a "compromise of all views" in handling the Cabinet Report proposals. He also advocated a thorough review of the national rate structure in all forms of transport.

E. G. Nourse, economist, proposed, without being specific, formation of some sort of agency to coordinate all transport forms.

Clarke Urges Fair Play for Carriers

Agencies of government "have contributed some of the ills which beset the transportation industry by not always providing the best climate for healthy carrier operation." To this

"confession," Chairman Owen Clarke of the Interstate Commerce Commission recently added an acknowledgment that "carrier management has done an outstanding job under fre-

quently trying circumstances."

Speaking May 9 at a meeting of the New York Traffic Club in which the Operations Council of American Trucking Associations also participated, Mr. Clarke pointed to several aspects of regulation and taxation that result in "gross inequality" of opportunity among the several forms of transportation.

"Regulation of any business or industry is, of course, distasteful—particularly to those who are regulated," he said. But "under regulation as it has been developed in the United States, we have accomplished much. We have a generally sound system of public transportation which no other country has been able to equal. And, our carriers are privately owned!"

Management of a common carrier has a multitude of problems, "not the least of which is to enjoy harmonious relations with government," Mr. Clarke observed.

"Many of us in government have found it entirely too easy to blame management for all of the ills which may or may not be present in transportation."

Among aspects of government policy, federal and state, which handicap management, he referred first to "use or abuse of the taxing power." The "wartime" excise taxes he labeled "one of the most important reasons why today private carriage is experiencing such a phenomenal growth—at the expense of the for-hire transportation industry." Such "unjustifiable discrimination," plus inequitable state and local property taxation, if continued, threatens "ultimately to deprive the nation of essential facilities."

Tax relief for railroads performing commutation service would encourage these carriers to provide more and better service, said Mr. Clarke, thus reducing urban congestion and relieving some of the pressure on government to provide more parking facilities and highways at the taxpayers' expense.

"The question of subsidy is a touchy one," the ICC chairman agreed, "but there is one thing upon which agreement can be reached—it is virtually impossible to achieve competitive equality when certain types of carriers receive federal aid, either directly or indirectly, in preference to others."

"I submit that there is an anomalous situation present when, on the one hand, the national transportation policy advocates the encouragement of an economically sound national transportation system, and, on the other, when particular agencies are given an artificial advantage over the rest."

Extension of the federal aid program to cover other modes of trans-

portation appears to Mr. Clarke an "impractical" way to equalize the situation. "If we really want competitive equality—with reliance upon inherent advantages—the only answer is to compel each transportation agency to stand, unassisted, on its own economic feet."

With reference to Section 22, he declared that "the time has come to put an end to the practice whereby agencies of the government play one carrier against another, jeopardize their financial stability and generally disrupt the national rate structure."

Katy Safety Check Shows No Unusual Situation

The Interstate Commerce Commission has completed its investigation of "alleged major reductions in inspection and maintenance personnel resulting in alleged unsafe conditions" on Missouri-Kansas-Texas trains operating in and through Parsons, Kans.

"The commission," said its announcement, "found that there has been no recent reduction in car department personnel responsible for inspection and repairs. The Katy was found to be making proper tests of the power brakes on all departing trains, and cars with inoperative brakes are being set out and repaired. No trains were observed departing in violation of the power brake provisions of law."

The announcement went on to say that commission agents, during a six-day period, observed the use of 16 cars with "minor violations of the Safety Appliance Laws." That showing, it added, "compares favorably with the number usually found with defective safety appliances in similar yards on other railroads having good maintenance records."

Senate Passes Three Transportation Bills

Three bills which would carry out legislative recommendations of the Interstate Commerce Commission have been passed by the Senate.

They are S.1491 which would rewrite the Transportation of Explosives Act, S.1492 which would increase fines for safety-act violations, and S.1463 which would include motor carriers in the Medals of Honor Act. The Senate-approved bills are modified versions of measures originally submitted to Congress by the commission.



SINGLE ROOM of Pullman's new "Slumbercoach" would appear like this when made up for sleeper service. Toilet is accessible without raising the bed.



DOUBLE ROOM shown with hallway partition open has upper and lower berths, seats for two. Permanent seat could be substituted for chair and folding seat.

Pullman Shows New 'Slumbercoach'

A new combination coach and sleeper is being shown in mock-up form to railroad passenger men by the Pullman Company.

Actually a modified version of Pullman's "Slumbercoach" of two years ago, the mock-up was recently completed at Calumet Shop in Chicago. Included are both single and double rooms which can be combined in a conventional 85-ft car to provide sleeping space for 44 persons and coach space for as many as 46.

Pullman officers feel that the car can be used as a coach for daytime travel and a sleeper for overnight runs, if scheduling permits—or as one car containing both types of accommodations. Several floor plans are

available, including one which provides facilities for light meal service.

When the rooms are used as coach space hinged hallway partitions can be opened and the individual toilets locked. Lower single rooms then provide seating space for two passengers. As sleeping space, rooms are private.

With all floor plans, plastics would be used liberally for interior surfaces. Central heating and air-conditioning would have individual controls.

Pullman sees its "Slumbercoach" as an "economy" method of travel which would allow railroads to provide complete passenger service with a minimum of equipment. Existing lightweight cars could be remodeled to contain the "Slumbercoach" rooms.

RRs Must Do Joint Market Studies

"We are the only major business which hasn't awakened to the fact that market research is one of our best selling tools. We need the fundamental facts before we can get back 'into the sun,'" H. W. Von Willer, president of the Erie, told the American Railway Development Association in Milwaukee last week.

Mr. Von Willer said railroads need to develop facts which will enable them to tailor transportation service to the buyers' needs. Also, railroads need to know what makes their competitors often more attractive.

"We must know what the buyer needs, then cut our cloth to fit that pattern at the cost that brings us a profit and which is one that the buyers can pay," he said.

"Self help" is the only way railroads are going to get this job done, Mr. Von Willer said. "Market research can and must be done," he emphasized.

"Collectively, railroads have done nothing about market research," the Erie president pointed out. "We in the railroad business are not competitors," our real competitor is the other



IC Conductor Gets 'RR Man of the Year' Award

Harry G. Adams (second from right), Illinois Central conductor who was selected as "Railroad Man of the Year" by the Federation for Railway Progress, receives his award—a \$100 savings bond and a gold St. Christophers medal—from Louis S. Rothchild (second from left), undersecretary of commerce for transportation.

Looking on are R. O. Hughes (right), president of the Brotherhood of Railway Conductors & Brakemen, and W. D. Johnson, Washington, D.C., representative of the brotherhood. The 76-year-old conductor, an IC employee for 58 years, was awarded the honor for showing courtesy to his passengers much beyond the call of duty.

fellow, i.e., motor, pipeline and water.

Mr. Von Willer did some straight talking to the development people about railroad service. "Service must be regulated, programmed and more important, dependable. When I use the word 'services' . . . I am talking of through service," he said.

The buyer of transportation is not interested in the service of individual railroads from origin to destination, Mr. Von Willer declared.

"We must work as a collective railway system," he said. "Then we get the job done."

As wage and operating costs continually increase, the railway industry must utilize every avenue at its disposal to produce more gross revenue, Mr. Von Willer said.

He emphasized the problem created by locating new highways too close to railroad rights of way. "This destroys valuable industrial sites," Mr. Von Willer pointed out.

Immediate action by railroads is needed to save irreplaceable industrial land which is endangered by highway location, A. L. Sedgwick, western industrial land commissioner of the Milwaukee, told the association. Mr. Sedgwick suggested the time for railroad action is now.

He pointed out that once the highway center line has been located it is

difficult to get the state highway commission to relocate them to preserve industrial sites.

Upon recommendation of the ARDA real estate section, a committee was appointed to confer with the Bureau of Public Roads in Washington in an effort to effect a broadening of the present 300-ft right-of-way acquisition policies. Broader right-of-way policies would permit acquisition of suitable intermediate land strips, between new highways and railways, for future industrial use.

Another speaker, Stefan H. Robock of the Midwest Research Institute, related the advantages to the railroads of assisting in the location of all types of industry. He said railroads would benefit indirectly even though the new industry is not a substantial rail shipper.

New officers of the association are: President, E. E. Exon, real estate and tax agent, New York Central; first vice-president, F. E. Wolff, general agricultural agent, Canadian Pacific; second vice-president, F. B. Stratton, director of industrial development, Western Pacific; and secretary-treasurer, J. W. Ewalt, director of real estate, Pennsylvania.

The association's next meeting will be held in Cincinnati, Ohio, April 27-29, 1958.

Emergency Board Created To Hear Lake Docks Case

President Eisenhower has created an emergency board to investigate a wage-and-rules dispute between three Great Lakes dock operators and their employees who are represented by District 50 of the United Mine Workers of America.

The operators are: Toledo, Lorain & Fairport Dock Company; Toledo Lakefront Dock Company; and Cleveland Stevedore Company. The board's report is due 30 days from the date of the Presidential order, which was issued May 9.

22 Railroads Paid April Fines Totaling \$11,950

Twenty-two railroads in April paid fines totaling \$11,950, plus costs, on 132 counts involving violations of the Safety Appliance, Hours of Service, Signal Inspection and Accident Reports acts.

This was reported by the ICC which also said that the largest amount, \$2,000 and costs, was paid by the Chicago, Burlington & Quincy for 15 violations of the Safety Appliance Acts and five violations of the Accident Reports Act. Next came payments totaling \$1,600 and costs by the Chicago & North Western for 16 violations of the Safety Appliance Acts.

PRR Is Convinced—TOFC's Here to Stay

The Pennsylvania is convinced that piggybacking is a sound venture and that it's here to stay—because it's in the public interest. That's the view expressed by A. M. Schofield, PRR TrucTrain service superintendent, in an address to the recent Materials Handling Exposition at Philadelphia.

He said it is the Pennsylvania aim to provide the public with the best in transportation. Cooperation with truckers where there are common interests can achieve this, Mr. Schofield said, and thus the road is working with them in its common carrier TOFC operations.

TrucTrain service on the PRR averages about 7,500 trailers a month, he said, of which about 1,700 move under all-rail (Plan II) tariff, and the rest under the Plan I common-carrier method.

He said that with piggyback reaching coast-to-coast, and with Maine-to-Texas service in the offing, standardized equipment for handling and hauling trailers is being developed.

MARKET OUTLOOK THIS WEEK

Loadings Rise 0.6% in Week

Loadings of revenue freight in the week ended May 11 totaled 723,392 cars, the Association of American Railroads announced on May 16. This was an increase of 4,468 cars, or 0.6%, compared with the previous week; a decrease of 54,214 cars, or 7.0%, compared with the corresponding week last year; and a decrease of 29,253 cars, or 3.3%, compared with the equivalent 1955 week.

Loadings of revenue freight for the week ended May 4 totaled 718,924 cars; the summary, compiled by the Car Service Division, AAR, follows:

REVENUE FREIGHT CAR LOADINGS
For the week ended Saturday, May 4

District	1957	1956	1955
Eastern	113,653	127,916	126,560
Alleghany	143,965	154,520	147,141
Pacahantas	64,464	64,915	60,137
Southern	122,848	131,505	110,117
Northwestern	113,738	118,977	116,142
Central Western	111,949	117,390	117,854
Southwestern	48,307	55,335	58,953
Total Western Districts	273,994	291,702	292,949
Total All Roads	718,924	770,558	736,904
Commodities:			
Grain and grain products	47,934	50,019	47,619
Livestock	6,190	7,481	9,002
Coal	132,610	136,812	116,885
Coke	11,862	12,864	10,856
Forest Products	39,145	43,964	43,848
Ore	74,751	75,349	67,088
Merchandise l.c.l.	55,468	61,035	60,406
Miscellaneous	350,964	383,034	381,200
May 4	718,924	770,558	736,904
April 27	690,789	779,977	725,900
April 20	686,950	763,437	701,432
April 13	673,964	742,053	670,340
April 6	644,092	685,378	659,217
Cumulative total,			
18 weeks	12,042,194	12,721,606	11,810,467

IN CANADA.—Carloadings for the nine-day period ended April 30 totaled 106,653 cars, compared with 61,288 cars for the previous seven-day period, according to the Dominion Bureau of Statistics.

	Revenue Cars Loaded	Total Cars Rec'd from Connections
Totals for Canada:		
April 30, 1957	106,653	47,959
April 30, 1956	104,185	44,001
Cumulative Totals:		
April 30, 1957	1,221,075	573,241
April 30, 1956	1,307,787	599,827

New Equipment

FREIGHT-TRAIN CARS

► **Grand Trunk Western.**—Ordered 500 cars at estimated cost of \$1,989,420; Pullman-Standard will build 300 box cars for delivery in fourth quarter 1957; ACF Industries, 100 70-ton triple hopper cars for fourth quarter 1957 delivery; and Magor Car, 100 flat cars for delivery in first quarter 1958.

► **Great Northern.**—Directors approved plans to build 1,000 steel box cars and 50 50-ton flat cars, and to install steel sides on 500 wood-sheathed box cars in 1958; cost \$10,000,000.

► **April Deliveries Up, Orders Down.**—New freight cars delivered in April totaled 8,961, compared with 5,943 in April 1956, ARCI and AAR report; new freight cars ordered last month totaled 6,491, compared with 6,559 in April 1956; backlog of cars on order May 1 was 105,190, compared with 137,436 on May 1, 1956.

	Ordered Apr. '57	Delivered Apr. '57	On Order May 1, '57
Box—Plain	604	2,358	29,845
Box—Auto	0	135	500
Flat	109	227	3,205
Gondola	1,900	553	13,030
Hopper	2,850	3,232	38,202
Covered Hopper	822	1,015	8,201
Refrigerator	0	508	3,292
Tank	203	488	7,236
Caboose	0	10	134
Others	3	435	1,545
TOTAL	6,491	8,961	105,190
Car Builders	6,429	5,198	48,258
Company Shops	62	3,763	56,932

LOCOMOTIVES

► **Argentina and Colombia Order GE Diesels.**—Argentine State Railways have ordered 20 1,320-hp road diesel units (model U12c) from General Electric at cost of \$3,500,000; National of Colombia ordered 18 similar GE units at cost of \$3,000,000; Colombia's order is part of vast expansion of country's rail network that includes penetration of rain forest and ranges of Andes mountains which, when completed, will provide first rail connection between country's industrial interior and Pacific ocean and Caribbean coast.

New Facilities

► **Lackawanna.**—Will replace its five-span drawbridge over Hackensack river at West Secaucus, N.J.; cost will approximate \$5,000,000; substructure work will start this spring, with bulk of bridge to be completed in 1958; new structure will be single-track.

More Freight Cars Called No. 1 RR Need

Reporting he'd just lost a \$50,000 freight movement because of a shortage of rolling stock, Pittsburgh & Lake Erie President J. W. Barriger declared on May 10 that "there's nothing [the railroads] need so much as freight cars."

The shortage of cars on his road, Mr. Barriger told the New York Society of Security Analysts, involved an ore movement the P&LE could have had out of an Atlantic Coast port. He lost steel traffic last year for other shortages, Mr. Barriger related—and yet, he said, he is called on from time to time to explain why he has as many cars as he does. He'd like to build up the P&LE fleet closer to 30,000 cars.

Mr. Barriger reported that because it is an originating carrier, the P&LE must face recurring shortages whereas terminating-movement roads always have enough cars.

A basic cause of the situation, he complained, is that "per diem . . . rules are as out of date as the Interstate Commerce Act. But, like the IC Act, they benefit some people and there's tremendous inertia" encountered when you try to change them. The P&LE, Mr. Barriger said, is "in the distressing situation of seeing business lost every day, even when business is low, because we haven't got enough freight cars."

Organizations

American Short Line Railroad Association - Western Region.—Next meeting of this group will be in the Hotel Nicollet, Minneapolis, Minn., May 23. Speaker at a banquet to be held in conjunction with the Minneapolis Traffic Club will be Interstate Commerce Commissioner Kenneth H. Tuggle.

Associated Traffic Clubs of America.—The 34th annual meeting will be held in the Hotel Adolphus, Dallas, Texas, September 30-October 1.

Railroad Enthusiasts, New York Division.—James A. Schultz, public relations director of the Long Island, will be the speaker at a meeting in the YMCA Auditorium, Pennsylvania Station, at 8 p.m., May 24; subject—"Public Relations on a Railroad."

Philadelphia Passenger Association.—E. Paul Schilling of the Milwaukee has been elected president; John O. Baker, American Express, and Arthur R. Kruse, Burlington Lines, are vice-presidents.

Pittsburgh Passenger Club.—New officers are: President, E. J. Doerste,

Missouri Pacific; vice-presidents, G. S. Holland, Pullman Company and J. T. McCormick, Santa Fe; secretary-treasurer, M. F. Snyder, Pullman Company.

St. Louis Off-Line Railroad Association.—Officers for 1957-58 are: President, Joseph J. Jaspers, Western Maryland; vice-president, Oscar H. Williams, Seaboard Air Line; secretary-treasurer, John W. Cloud, Erie.

San Francisco Traffic Club.—Officers for 1957 are: President, Al Hipshman, M. S. Cowen Company; vice-president, John Ireland, Railway Express Agency; secretary, Frank Johnston, Southern Pacific; treasurer, Victor Beard, Stanley Rosenthal Company.

Traffic Club of Wichita.—New officers are: President, J. W. Thelman; first vice-president, J. N. Gidney; second vice-president, F. L. Reeves; secretary-treasurer, Lee C. Marshall.

Trans - Missouri - Kansas Shippers Board.—Newly elected officers are: General chairman, J. C. Iselin, general traffic manager, Wood Treating Chemicals Company of St. Louis; alternate chairman, Paul Asche, traffic supervisor, A.G.T. division, Westinghouse Electric Manufacturing Company, Kansas City, Mo.; vice-chairman, J. E. Venn, traffic manager, Lily Tulip Cup Corporation, Springfield, Mo.; general secretary, Lee K. Mathews, traffic commissioner, St. Louis Chamber of Commerce.

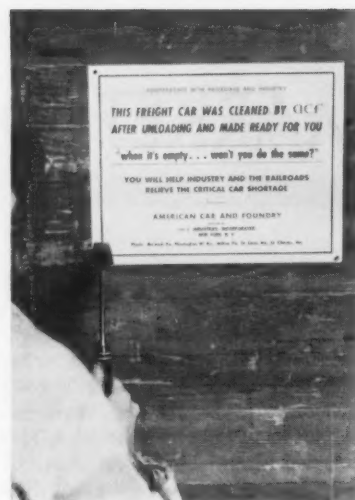
Washington Passenger Association. Newly elected officers are: President, Porter F. Blackard, Norfolk & Western; vice-presidents, Charles M. Walburgh, Baltimore & Ohio, and George A. Schroeder, Western Pacific; secretary-treasurer, Samuel F. Kieffer, Canadian Pacific.

Financial

Missouri-Kansas-Texas.—*Voluntary Reorganization Plan.*—This road has applied to the Interstate Commerce Commission for approval of a voluntary plan for altering its financial structure under provisions of the Interstate Commerce Act's Section 20b. The plan provides for exchange of the Katy's 7% preferred stock and claims for accrued dividends thereon for income debenture bonds and common stock. There are 667,005 shares of preferred outstanding, and the accrued dividends amounted to \$159 per share at the end of last year. The exchange basis would be one share of preferred and accrued dividends for \$100 of 5½% income debentures and one share of common stock.

Authorization

TULSA-SAPULPA UNION.—To issue up to 750 shares of \$100-par value common stock to be distributed to T-SU stockholders as a dividend,



People in the News

CHICAGO & NORTH WESTERN.—Lee N. Haskins appointed assistant diesel supervisor, Chicago.

Donovan R. Whitenight appointed general foreman of fabrication and car construction at the new freight car shop, Clinton, Iowa. Mr. Whitenight was formerly general foreman of the New York Central car shops, East Rochester, N.Y.

COTTON BELT.—W. H. Hudson, assistant general manager, Tyler, Tex., appointed vice-president and general manager at that point, succeeding George B. Matthews, who retires May 31.

DENVER & RIO GRANDE WESTERN.—E. G. Deakins appointed district freight and passenger agent, Craig, Colo., succeeding C. G. Murphy, promoted. E. King Yaeger appointed general agent, Seattle, Wash., succeeding C. B. Lowry, named assistant to western traffic manager, San Francisco.

KANSAS CITY SOUTHERN.—Henry P. Brannan, Jr., commercial agent, Shreveport, La., appointed general agent, Beaumont, Tex., succeeding William C. Schmidt, named assistant executive general agent, New Orleans, La.

LONG ISLAND.—R. P. Turnbull, mechanical engineer, Richmond Hill, N. Y., appointed master mechanic, with jurisdiction over points other than Morris Park, succeeding the late Fred J. Ruttger (Railway Age, Apr. 22, p. 44). Jack Brannan, assistant general mechanical superintendent, Richmond Hill, named superintendent of shops for Morris Park.

MILWAUKEE.—The following named assistant superintendents: G. J. Barry, Milwaukee division, first district, Milwaukee; W. F. Plattenberger, Madison division, Beloit, Wis., and K. O. Schoenck, Dubuque and Illinois division, second district, Dubuque, Ia. Trainmasters appointed: R. L. Martin, Idaho division, St. Maries, Ida.; E. P. Bunce, Twin City Terminals, St. Paul, Minn., and F. A. Deutsch, Milwaukee Terminals, Milwaukee.

MINNEAPOLIS & ST. LOUIS.—B. Thomas Rodgers, assistant comptroller and assistant treasurer, Minneapolis, Minn., elected vice-president and comptroller, effective June 1, succeeding Walter E. Hanson, who joins the accounting firm of Peat, Marwick, Mitchell & Co., New York, as a partner in charge of transportation department.

MISSOURI-KANSAS-TEXAS.—C. E. Smith appointed assistant freight traffic manager, St. Louis, succeeding R. R. Chavis, resigned to become member of Rate Committee,

Southwestern Freight Bureau. W. J. Weaver appointed general freight agent, and B. G. Stolte named assistant general freight agent, both at St. Louis.

NEW YORK CENTRAL.—R. D. Timpany, superintendent, Boston, Mass., appointed assistant general manager, Syracuse, N.Y., succeeding John C. Kenefick (Railway Age, May 6, p. 17). J. W. Hobb, assistant superintendent, Syracuse, named assistant to general manager there. R. B. Hasselman, division trainmaster, Syracuse, appointed superintendent, Boston & Albany division, Boston. F. I. Doebber, assistant superintendent, Buffalo, transferred to Syracuse-Rochester division, Syracuse. R. V. Brinkworth, division trainmaster, Albany, appointed assistant superintendent, Buffalo division. S. M. Dwyer, office supervisor, Syracuse, named executive assistant there. E. D. Joslin appointed trainmaster, Mohawk-Hudson division, Albany. E. P. Stonehouse named trainmaster, River division, Weehawken, N.J. W. V. Hayes, trainmaster, Albany, appointed division trainmaster, Syracuse-Rochester division, Syracuse.

J. V. Cundare appointed supervisor stations and motor service, New York.

J. V. Hughes, assistant general manager, New York, appointed superintendent of transportation there. H. F. Wolff, executive assistant, Syracuse, named executive assistant to general manager, New York. B. L. Strahl, assistant mechanical superintendent, New York, appointed mechanical superintendent there, succeeding E. H. Wright, transferred to Syracuse. Positions of assistant general manager and assistant mechanical superintendent, New York, discontinued.

W. J. Kernan, assistant district engineer, Syracuse, appointed district engineer there. J. L. Cox remains district engineer, New York.

NORFOLK SOUTHERN.—Henry G. Bruns, chairman, executive committee, elected chairman of the board. Henry Oetjen, chairman of the board and president, elected president. J. M. Dillard, general industrial agent, appointed assistant to president—industrial, Norfolk. Hurst Owen, Jr., executive assistant, appointed assistant to president, Norfolk.

PENNSYLVANIA.—John W. Horine, Jr., superintendent of locomotive equipment system, Philadelphia, appointed electrical engineer, succeeding Jacob Stair, Jr., retired. Carl A. Korn, master mechanic, Williamsport, Pa., succeeds Mr. Horine, and has been replaced by John M. McGuigan, master mechanic, Baltimore.

Paul W. Van Camp, manager of public relations, Lake Region, Cleveland, transferred to the Southwestern region, Indiana,

succeeding Howard A. Gilbert, who transferred to system public relations department, Philadelphia.

S. G. Wintoniak appointed engineer structures, Northwestern Region, Chicago.

P. I. Harderode named acting master mechanic, Fort Wayne and Grand Rapids district, Northwestern Region.

SANTA FE.—L. H. Powell, chief engineer, Coast Lines, Los Angeles, retired April 30.

F. E. Hanlon, assistant general passenger agent, Topeka, Kan., named general passenger agent, Panhandle & Santa Fe, Amarillo, Tex., succeeding the late O. M. Oliver. Thomas C. Osborn, division freight agent, Fresno, Cal., appointed general freight and passenger agent, Phoenix, Ariz., succeeding Clarence O. Bunce (Railway Age, Apr. 8, p. 44). E. J. Oslund, division freight agent, Stockton, Cal., succeeds Mr. Osborn.

T. M. Calazza, assistant to vice-president, traffic, Chicago, promoted to assistant vice-president, traffic there.

John S. Reed, assistant to vice-president, Chicago, named executive assistant to president (Railway Age, May 13, p. 34).

SEABOARD.—C. L. Eacho, assistant director of property protection, Norfolk, Va., appointed director of property protection, succeeding Carl L. Sauls, who retired May 1.

UNION PACIFIC.—Elgin Hicks, vice-president in charge of operations at Omaha, elected executive vice-president. The following promotions announced: E. H. Bailey, vice-president in charge of operations; L. S. Osborne, vice-president—oil development, Los Angeles; C. H. Burnett, general manager, Eastern district; O. A. Durrant, general superintendent, Cheyenne, Wyo.; C. B. Lisher, superintendent, Idaho division; G. H. Baker, superintendent, Oregon division; W. E. Henke, assistant superintendent, Wyoming division; and H. I. Markle, Jr., trainmaster, Nebraska division.

WABASH.—James F. Nellis, assistant general manager, St. Louis, appointed general manager.

OBITUARY

Charles W. Giblin, 57, supervisor of freight service of the Illinois Central, died April 28 in Illinois Central Hospital, Chicago.

William F. Schaff, 83, retired executive vice-president of the New York Central, died May 1.

George H. Walder, 70, retired chief purchasing officer of the Milwaukee, died May 1 at his home in Milwaukee, Wis.

Paul M. Smith, 61, editor and manager of the Locomotive Engineers' Journal and a grand officer of the Brotherhood of Locomotive Engineers for the past 24 years, died May 6 in Lakewood [Ohio] Hospital.



W. H. Hudson
StLSW



B. Thomas Rodgers
M&StL



John W. Horine, Jr.
PRR



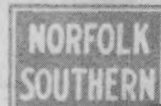
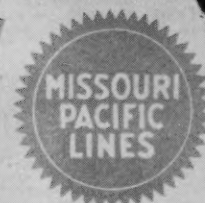
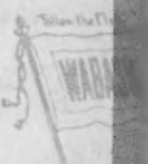
John S. Reed
AT&SF



C. L. Eacho
SAL



James F. Nellis
Wabash



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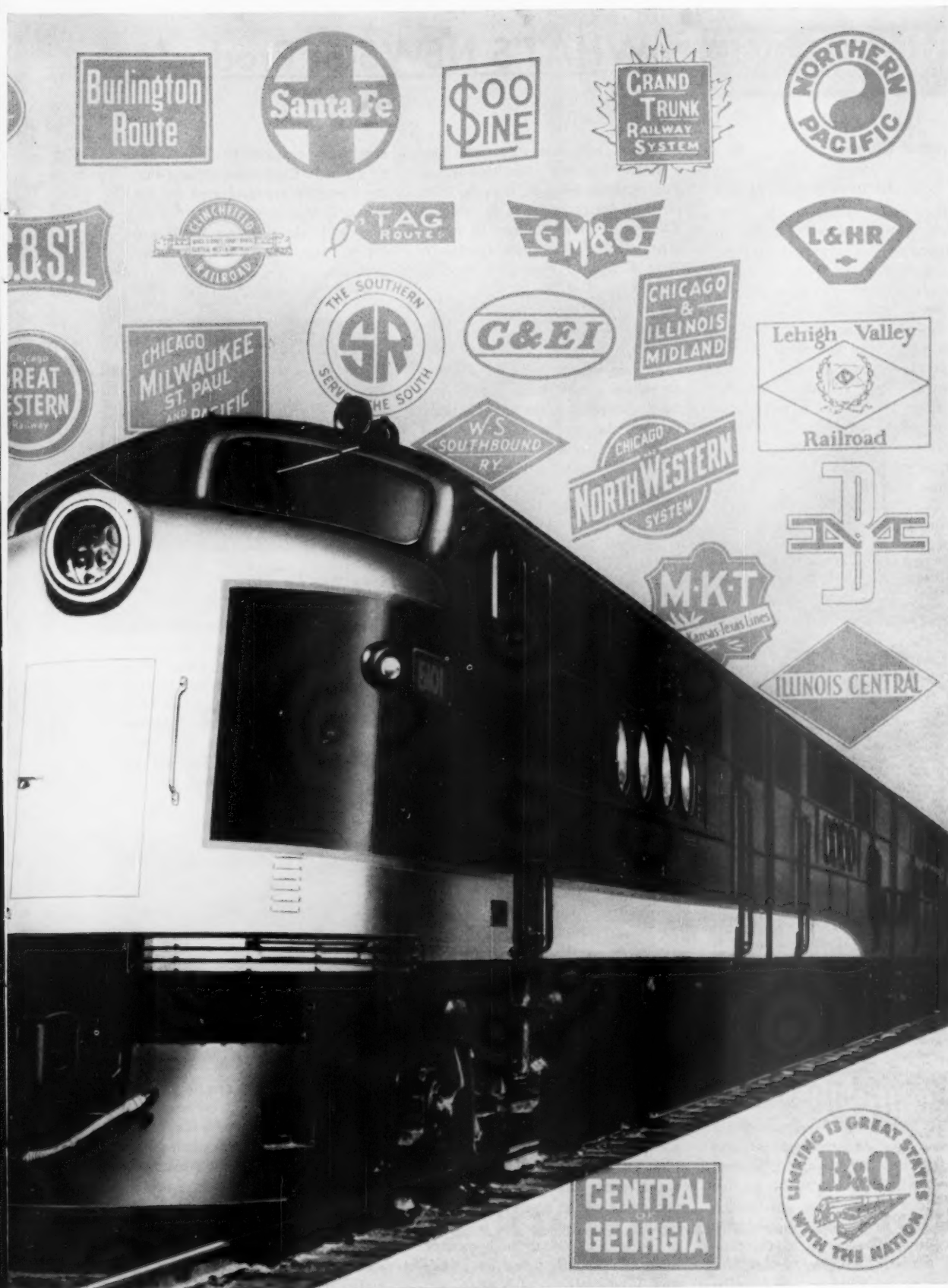
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Powered Cleaner

... spruces car interiors

A new powered interior car cleaner has been developed for use in all types of passenger car cleaning and maintenance. The manufacturer recommends its use on painted side walls, headliners, Tocolith, mastic, asphalt, plastic and rubber tile floors, plastic and leatherette shades, and seats, as well as plain or grained cotton or wool fabrics, upholstery and rugs. The cleaner is soluble in hot or cold, hard or soft water and may be used with sponge, cloth, mop or scrub brush. Recommended solution is 3 oz. to 5 gal of water, but concentrations can be varied depending on the condition and types of surface to be cleaned. *West Disinfecting Company, Dept. RA, 42-16 West st., Long Island City 1, N. Y. •*



Water Purifier

... gets odors too

The Model RT9 everpure water purifier for diners, coaches, and sleeping cars incorporates a filtering system which is said to be so fine that it not only removes any foreign particles but eliminates undesirable tastes and odors, such as chlorine. The manufacturer states that this unit, after the purchase and installa-

tion costs, will show substantial savings over the cost of bottled water. This model is 16¾ in. high by 10½ in. in diameter and will fit under a sink, or at water stations or coffee urns. *Tested Appliance Company, Dept. RA, 2627 West 19th st., Chicago 8 •*

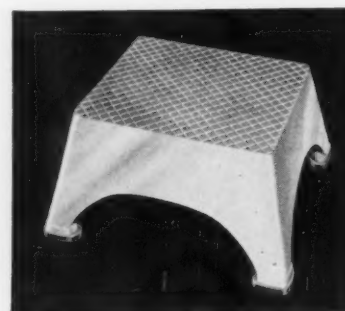
Car Puller

... has double drums

Moving and spotting freight cars on sidings is now made simpler and safer, according to the manufacturer, through the use of a two-way car puller. It consists of two cable drums, driven by an electric motor through a triple reduction herringbone gear reducer and reversing mechanism. To move a car or cars, a hook is simply slipped over a car sill or through the conventional car coupling, and the puller is operated in forward or reverse, by pushbuttons.

The car hook can be moved into position by the motor-driven cable rather than by manpower. The absence of V belts or chain drives reduces chance of injury to operating personnel. A built-in electric limit switch automatically shuts the motor off at the extreme ends of the cable travel. Roller-bearing mounted and

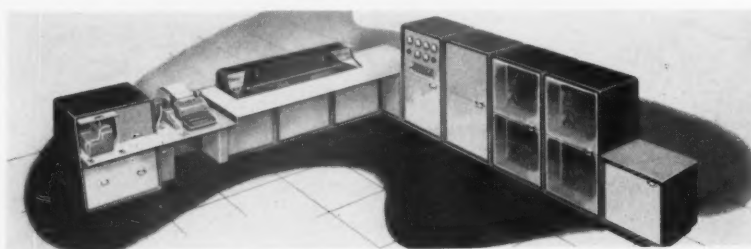
completely enclosed gears operate in an oil bath. Clutch sleeves and shifting elements are protected by flexible bellows-type guards, preventing rust and abrasive wear. *Hewitt-Robins, Inc., Dept. RA, Stamford, Conn. •*



Step Box

... for passenger trains

This step box is a one-piece magnesium casting, light, easy to handle and balanced to swing away from the body when picked up. It also features non-skid safety tread handles on all four sides. Overall dimensions—13 in. by 15½ in. top, 18¾ in. by 15½ in. bottom; weight 10 lb. *Magline, Inc., Dept. RA, Pinconning, Mich. •*



New Computer

... uses transistors

The Transac Type S-2000 computer is a large scale model incorporating a combination of transistors and printed circuitry which facilitates compact, lightweight packaging of the system. Air conditioning requirements are also said to be minimized through replacement of vacuum tubes by transistors. First such model is under con-

struction for delivery in 1958.

The system, which can be plugged into existing 110 volt outlets, consists of the central computing unit, a paper tape input and output (similar to Teletype tape), and magnetic tape units.

Memory unit is of the magnetic core type. The system can be linked with high speed printers. *Philco Corporation, Dept. RA, 4700 Wissahickon ave., Philadelphia. •*



Diesel locomotives can now mix their fuels *without incompatibility . . . thanks to FOA-2*

As they travel across the country, diesel locomotives are, of course, refueled from a number of different stocks. The well-known incompatibility of many different fuels is a serious problem. And the increasing use of economy fuels makes it all the more serious. A *blend* of diesel fuels—even those which are individually quite stable—is often unstable.

To stabilize fuels, to minimize sludge, many leading railroads are using fuel oils containing Du Pont Fuel Oil Additive No. 2. Result: blends of cracked and straight-run stocks are made stable and kept stable. This remarkable additive itself is compatible with all types of diesel fuels.

Filter and injector troubles prevented

FOA-2 is an excellent dispersant and solubilizer as well as stabilizer. When added to fuels containing insoluble residues, it minimizes the size of the particles comprising them. Hence the residues flow through the system and burn with the oil.

Because of this, FOA-2 improves the filterability of any diesel fuel stock, and prevents injector-sticking and filter-plugging.

Ashless

FOA-2 will not contribute to exhaust-stack sparking because it is both non-

metallic and ashless. It does not form deposits—it *burns*.

It's economical, too, because only minute concentrations are required to provide stability. Addition of FOA-2 is simple and inexpensive. A Du Pont representative will be glad to explain to you in detail the use and advantages of Du Pont FOA-2.



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Rock Island's "Jet Rocket"

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The only truly modern passenger trains that are not "experimental", TALGO trains were first made by **acf** for service in Europe, where they proved their worth in well over a million miles of daily revenue operation. In America, first the Rock Island and now the New Haven have put these exciting trains in service.

acf sets the pace in passenger equipment

TALGO



New Haven's "John Quincy Adams"

Lighter, stronger, faster and safer than non-articulated equipment, the TALGO trains combine passenger comfort with low investment and operating costs...benefiting railroads and public alike. For full information, why not contact any **Q C f** office.

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MILE AFTER MILE OF SAFE SHIPPING...



with *Streamlite* HAIRINSUL

Car building engineers have long recognized that *Streamlite* HAIRINSUL is the most efficient insulation under all operating conditions. A half century of successful use is proof enough that service conditions never retard its high insulating efficiency.

Not only is *Streamlite* HAIRINSUL a one-time investment; it actually outlives the life of the car and can be salvaged in perfect condition for use in new cars.

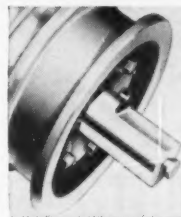
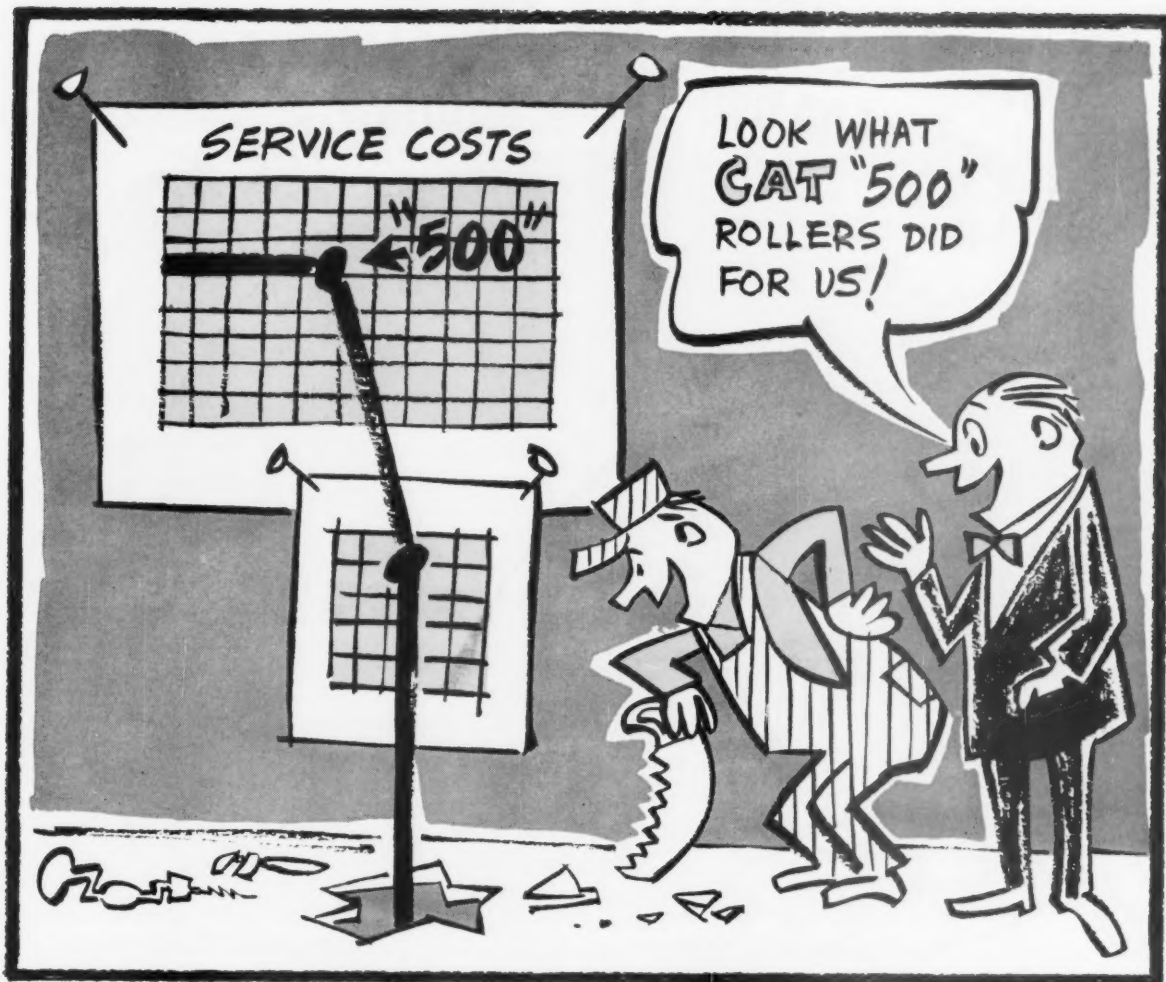
AMERICAN HAIR & FELT COMPANY
Merchandise Mart • Chicago, Illinois

SIX MAJOR REASONS WHY LEADING REFRIGERATOR CAR LINES SPECIFY *Streamlite* HAIRINSUL

1. **LOW CONDUCTIVITY.** Thoroughly washed and sterilized, all-hair heat barrier. Rated conductivity—.25 btu per square foot, per hour, per degree F., per inch thick.
2. **LIGHT WEIGHT.** Advanced processing methods reduce weight of *Streamlite* Hairinsul by 40%.
3. **PERMANENT.** Does not disintegrate when wet, resists absorption. Will not shake down, is fire-resistant and odorless.
4. **EASY TO INSTALL.** Blankets may be applied to car wall in one piece, from sill to plate and from one side door to the other. Self-supporting in wall sections between fasteners.
5. **COMPLETE RANGE.** *Streamlite* Hairinsul is available 1/4" to 4" thick, up to 127" wide. Stitched on 5" or 10" centers between two layers of reinforced asphalt laminated paper. Other specified coverings are available.
6. **HIGH SALVAGE VALUE.** The all-hair content does not deteriorate with age; therefore has high salvage value. No other type of insulation offers a comparable saving.



SETS THE STANDARD BY WHICH ALL OTHER REFRIGERATOR CAR INSULATIONS ARE JUDGED



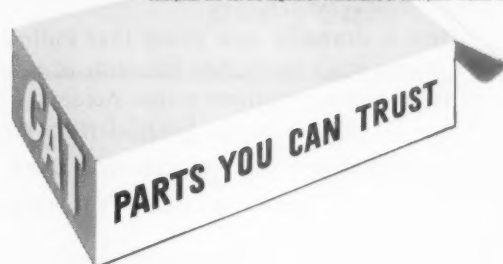
"500" means up to 500 work hours between lubrications from new CAT* rollers. Add up the savings in service time and labor costs this feature gives you! Available for Caterpillar D7, D8 and D9 Tractors, the Cat "500" Roller also features large load carrying bearings, deep hardened *forged steel* rims, selectively hardened shafts and special long-lasting seals. Other makes of rollers may look like originals, but can you trust

them? And remember, your Caterpillar Dealer will carry your inventory of Cat original parts. Ask his Parts Representative about it.

Caterpillar Tractor Co., Peoria, Illinois, U.S.A.

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*Caterpillar and Cat are Registered Trademarks of Caterpillar Tractor Co.



PULLMAN PASSENGERS TRAVEL A DISTANCE
EQUAL TO 1,600,000 TRIPS AROUND THE WORLD



WITHOUT A FATAL ACCIDENT!

Famous Railroad-Pullman teamwork has paid off again! Since November 12, 1951, more than 65 million Pullman passengers have traveled over 40 billion miles—*without a single fatal accident!*

Here is dramatic new proof that Pullman passengers enjoy the highest standards of safety in either public or private travel. According to

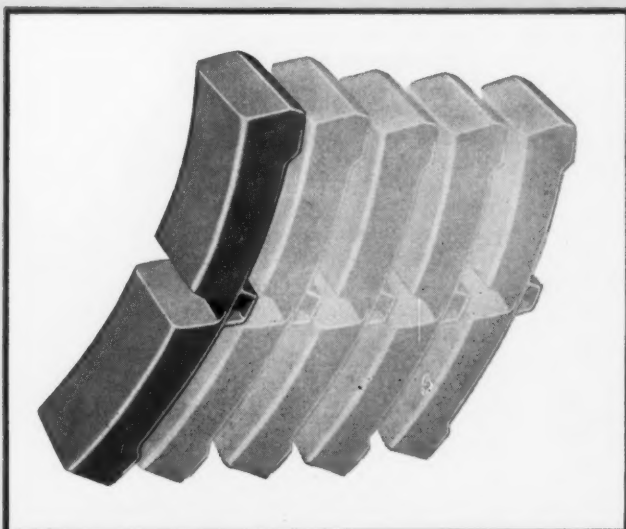
statistics, a person is even safer traveling on a Pullman than he is in his own home!

Every employee of the Railroads—every person interested in the progress of the Railroads—should be proud of this great safety record. The Railroads and Pullman offer America's safest, surest, finest form of travel. Both work together toward common goals.

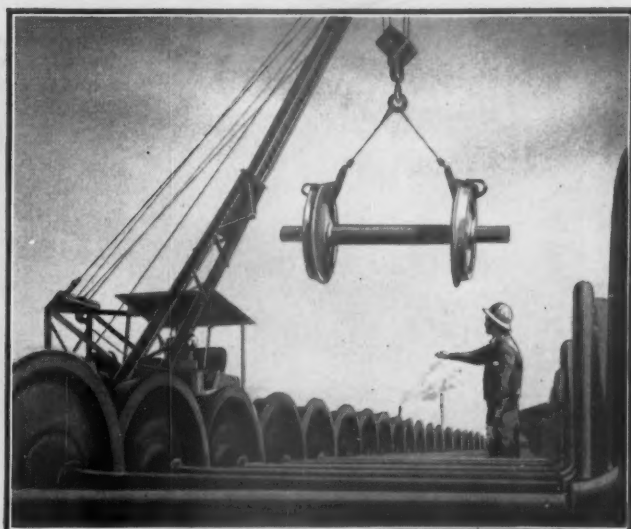
YOU'RE SAFE AND SURE...
WHEN YOU TRAVEL BY

 **Pullman**

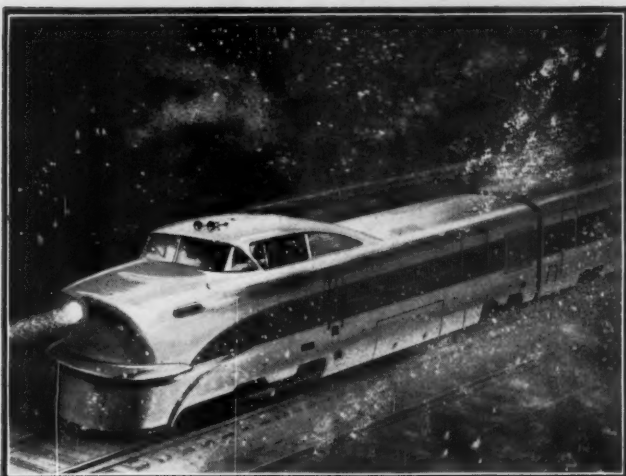
COBRA SHOES offer 4 Major Advantages



4 TO 5 TIMES THE SHOE LIFE—Millions of actual car-miles show that Cobra Shoes last four to five times as long as cast-iron shoes under matched conditions.

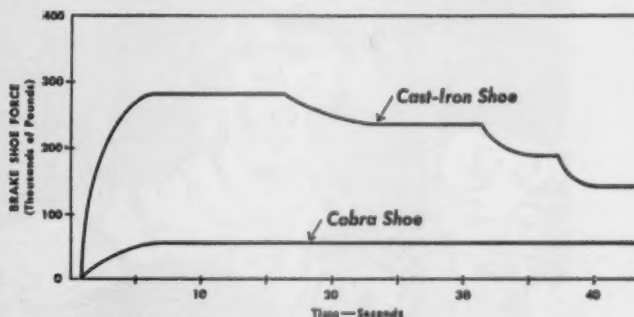


50 TO 100% LONGER WHEEL LIFE BETWEEN TURNINGS—With braking performance matched, wheel life between turnings has consistently averaged 50 to 100% more in favor of the Cobra Shoe.



ALL-WEATHER PERFORMANCE—Wet or dry—hot or cold—Cobra Shoes meet existing standards for stopping distances. Proved in actual railroad service.

✦ Registered U. S. Trademark—Composition Brake Shoe



60-80% LESS BRAKING FORCE—Comprehensive single car break-away test shows the higher Cobra Shoe friction requires 60-80% less braking force than cast-iron shoes for equivalent retardation. Lower braking forces permit simplification and weight reduction of brake rigging and related components.

**Result: Savings up to
\$1400 per passenger car
per year.**

The COBRA SHOE — product of the combined research facilities of

Westinghouse Air Brake Company
Specialists in Braking

Johns-Manville
Specialists in Friction Materials

RAILROAD FRICTION PRODUCTS CORPORATION, Wilmerding, Pennsylvania



one schoolroom window

*you'll want them
to look through!*

"...Dad took us on the Super Continental...
we saw prairies and wheat fields and the Rockies up close
from the train window."

Daydreams come alive by CNR — That picture window turns into a wonderful wide-vision screen... changing the cold print of history and geography books into exciting, vivid reality... helping your youngsters to know Canada better!

There's something about a train — a special excitement the entire family shares together in a living room on wheels — not cramped or tied to a seat. You can check a really generous amount of baggage free... you sidestep traffic strain and worry... and a rented car can await your arrival at any major centre, if you wish. Train travel today is really something *special* — treat your family to a CNR trip, and see just *how* special.

N A T I O N



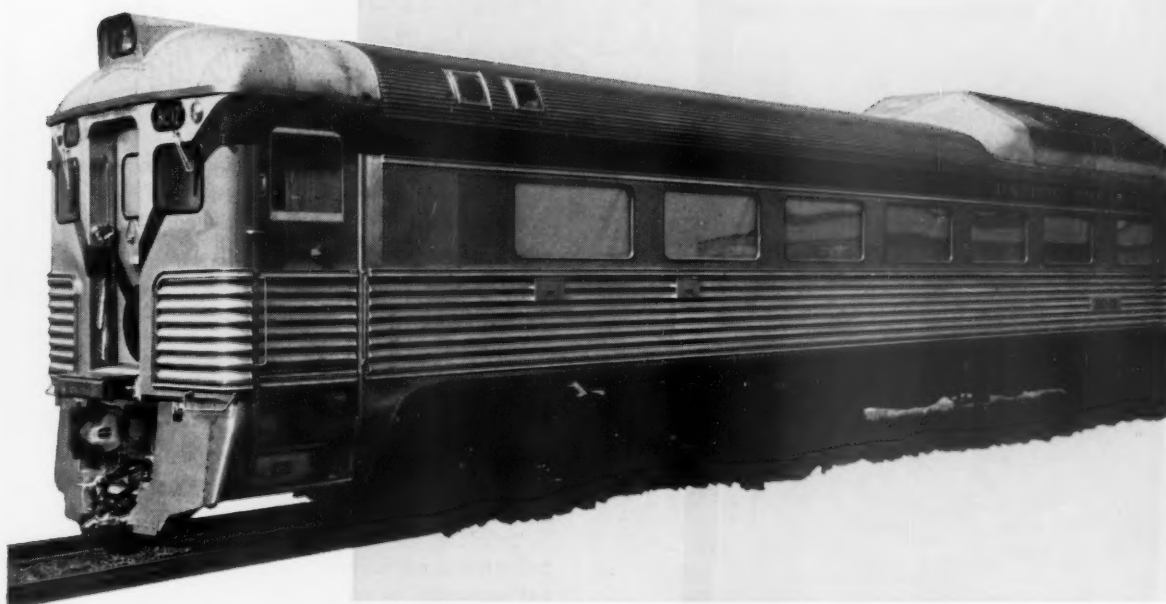
When school's out, travel fun begins... once aboard the exciting Super Continental, the Continental, the Ocean Limited, or any of Canadian National's smart, modern "name" trains.



CNR



Information and reservations from your Canadian National Representative



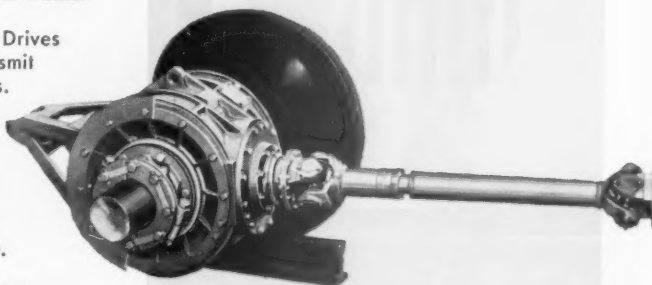
Budd uses the **Spicer Drive** for swift, economical Rail Car service

Budd Rail Diesel Cars are being adopted in ever-increasing numbers throughout the world because of their proved ability to reduce costs, improve service and attract traffic.

These Budd cars are equipped with two Spicer Drives that mount directly on the axles, and transmit power from the diesel engines to the wheels.

The Spicer Drive is a self-contained unit employing ground spiral bevel gears, with all wearing parts running in a constant bath of oil, completely sealed and protected from ballast, dirt, water, snow, etc., for long life and freedom from maintenance.

This unit incorporates the same features of high efficiency, economy, safety, quietness, and smoothness associated with over 12,000 Spicer positive generator drives in use on railway Pullman coaches, diners, and other rolling stock throughout America.



The Spicer Model 8 Drive as used in Budd Rail Diesel Cars.



DANA CORPORATION
TOLEDO 1, OHIO

SPICER PRODUCTS: Transmissions • Universal Joints • Propeller Shafts • Axles • Torque Converters • Gear Boxes • Power Take-Offs • Power Take-Off Joints • Rail Car Drives • Railway Generator Drives • Stampings • Spicer and Auburn Clutches • Parish Frames • Spicer Frames



for **business travelers** *we offer...*

a private office. No disturbing interruptions.

You can really concentrate, get things done. It's also an ideal spot to confer with associates aboard the train.

a comfortable bed—lengthy, too. All the facilities of a hotel room. Our Domeliners feature the very latest and finest Pullman equipment.

wonderful meals. Union Pacific takes pride in serving freshly prepared, top quality foods. Even pies and rolls are baked en route.

and recreation. When in the mood, you can stroll into the club or lounge car... listen to soft music and chat with congenial fellow passengers.

• • •

Everything considered, it's not only relaxing but enjoyable to go by train—by Union Pacific.



Roof-garden dining... "City of Los Angeles" and "City of Portland" Domeliners



family fares

You pay the full rail fare; your wife may go with you at a reduced rate. Just board a U. P. train on any Monday, Tuesday, Wednesday or Thursday. Return any day, together or individually.

**UNION PACIFIC
RAILROAD**

Omaha 2, Nebraska

YEARS AHEAD
IN ONE STEP



**SINGLE-PACK
RADIO**



*See the new Sperry Single-Pack Radio at
the Rway. Tel. & Tel. Appliance Assoc.
Exhibit in Toronto . . . May 21, 22, 23.*



Railroads asked for this radio and Sperry built it. Incorporating your requirements and designed to meet *all* AAR specifications, the Sperry Single-Pack Radio is the first complete answer to the special needs of railroad communications.

Years-ahead features include greater transistorization resulting in much lighter weight and reduced power requirements . . . front-panel metering for simplest testing . . . separate plug-in units simplify maintenance, minimize spare requirements . . . and the superior ruggedized performance which the industry expects of Sperry.

See the Sperry Single-Pack Radio for yourself . . . make your own comparison . . . visit Booth #3.

Sperry Radio Systems also include Main Line Carrier Equipment manufactured through exclusive agreement with Harmon Electronics Company.



SPERRY RAIL SERVICE

SUPPLYING RAILROADS EXCLUSIVELY

Division of Sperry Products, Inc. • Danbury, Connecticut

CANADIAN PACIFIC presents Canada's only stainless steel Scenic Dome Streamliner **The Canadian**



THE INTIMATE MURAL LOUNGE is a pleasant meeting place, heightened by authentic Canadian décor. Enjoy liquid refreshments here, or visit the Skyline Coffee Shop.



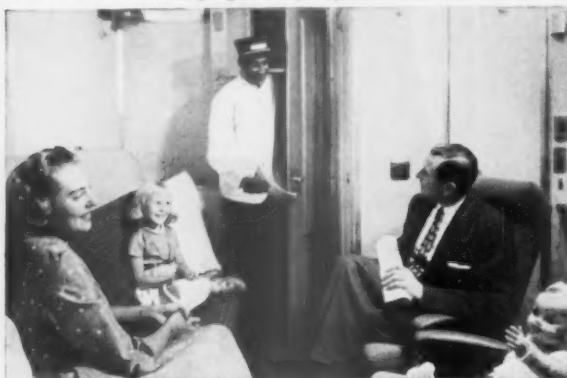
SEE CANADA'S MOST SPECTACULAR SCENERY, Banff, Lake Louise, the Canadian Rockies. Fast schedule links Montreal and Toronto with Vancouver via Banff and Lake Louise.



A DELUXE DINING ROOM CAR offers you a truly memorable dining experience. Select your favorites from a wide variety of Canadian dishes, prepared by experienced chefs.



THRIFTY, COMFORTABLE COACHES have reclining armchairs with full-length leg and foot rests and adjustable head rests. All seats reserved. Porter service. Transcribed music.



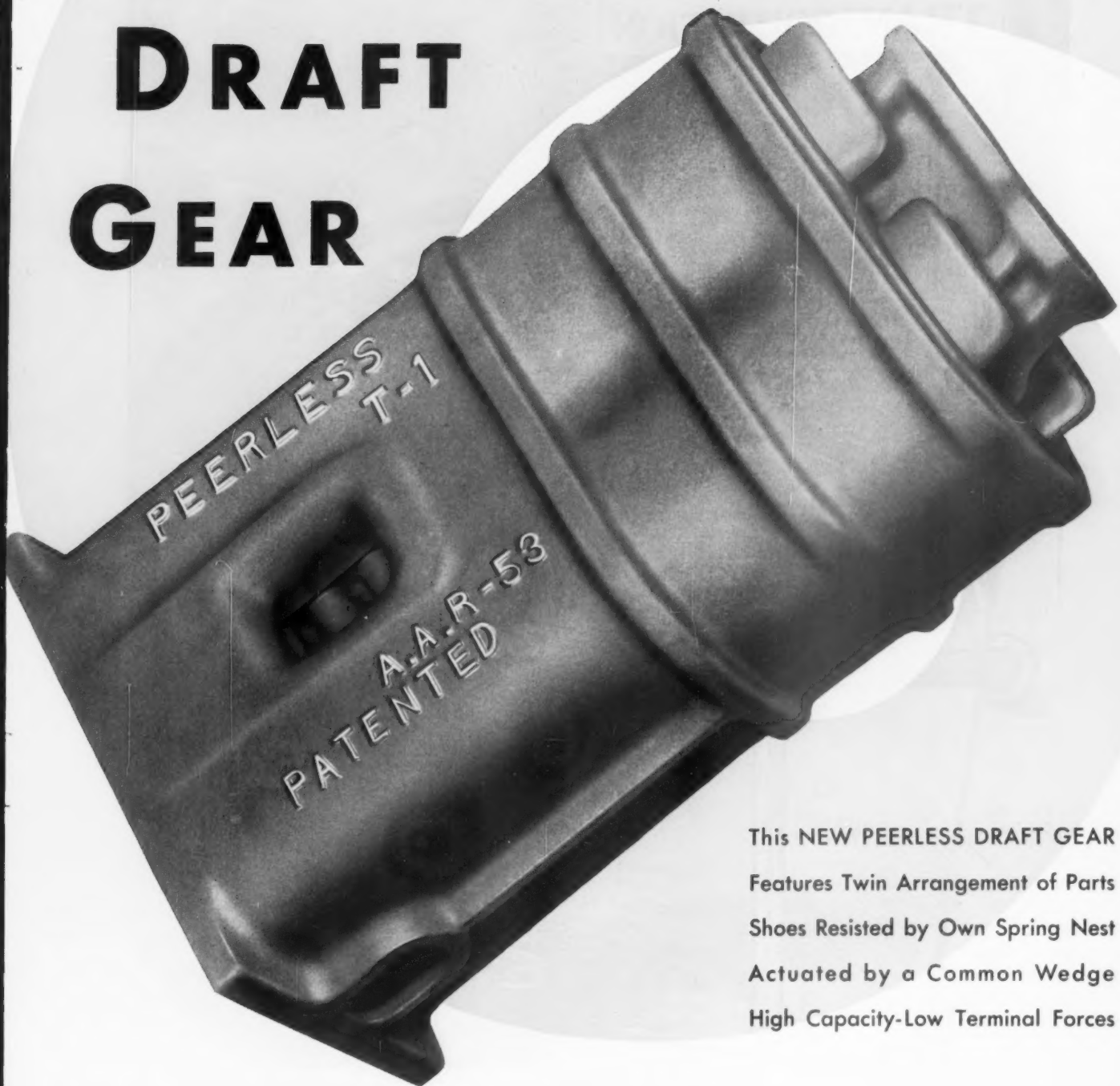
SPACIOUS BEDROOMS AND ROOMETTES make ideal accommodations if you are travelling with your family, or business associates. Plenty of space by day, plenty of comfort at night.



IN THE MAIN OBSERVATION LOUNGE, and throughout the train, Canadian Pacific's trained staff is at your service. Enjoy magnificent views from the sky-high Scenic Domes.



Announcing
THE New PEERLESS
DRAFT
GEAR



This NEW PEERLESS DRAFT GEAR
Features Twin Arrangement of Parts
Shoes Resisted by Own Spring Nest
Actuated by a Common Wedge
High Capacity-Low Terminal Forces

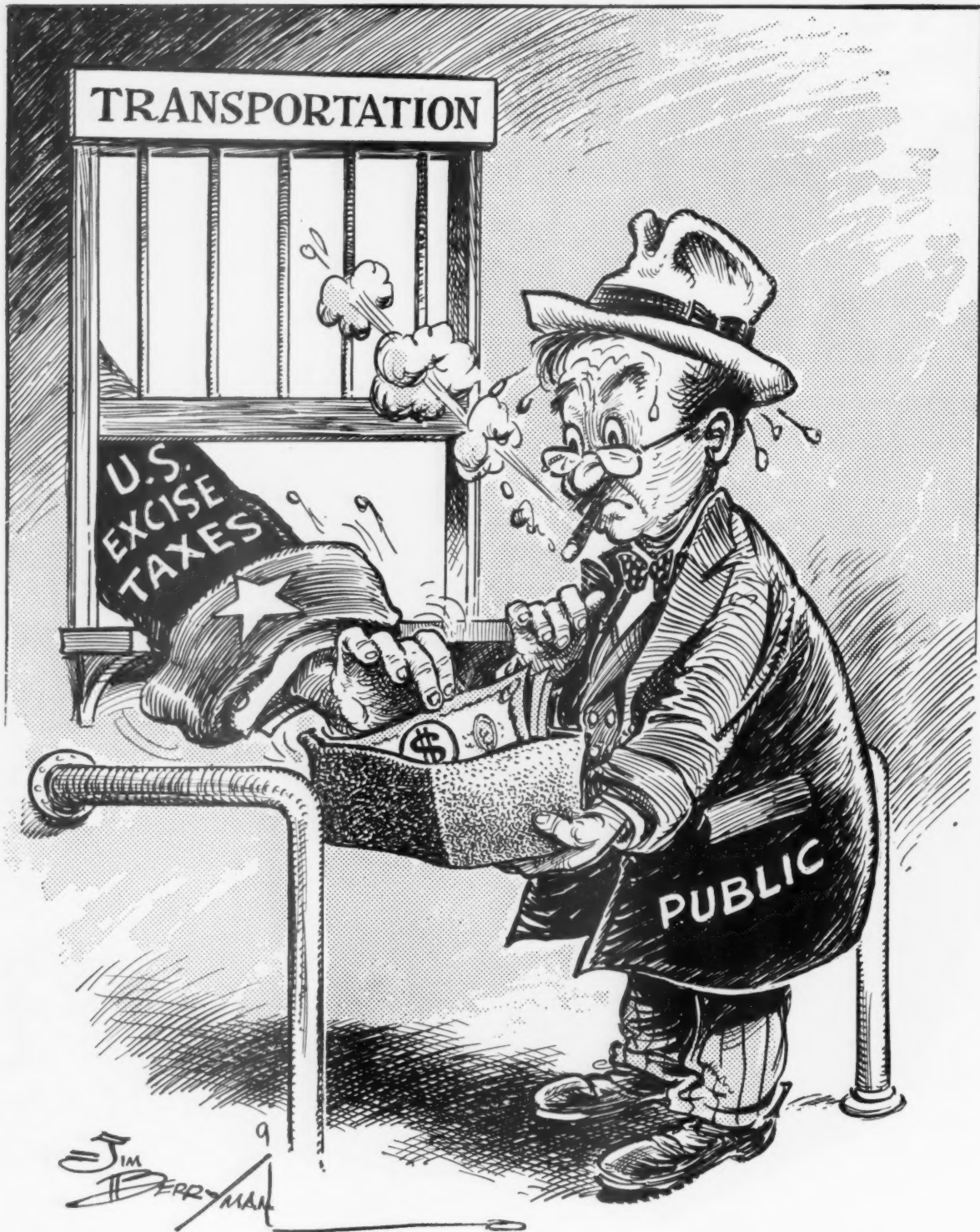


PEERLESS EQUIPMENT

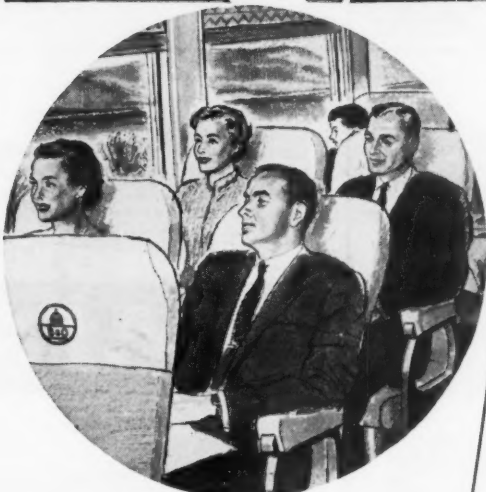
Division of Peor and Company

332 SOUTH MICHIGAN AVENUE, CHICAGO 4, ILLINOIS

OUT OF *HIS* WALLET...!



for the ASSOCIATION OF AMERICAN RAILROADS



**Comfort,
Convenience and Economy**
on B&O's Diesel-powered
**DAYLIGHT
Speedliners**

between
**PHILADELPHIA • BALTIMORE
WASHINGTON • PITTSBURGH**
and intermediate points

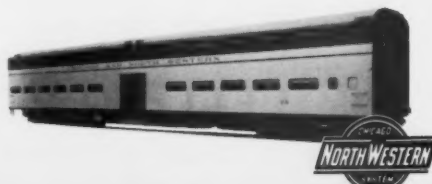
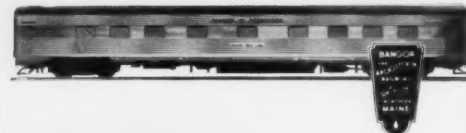
Modern stainless-steel coaches, with foam rubber, reversible reclining seats; adjustable footrests; and wide picture windows.
Refreshment—Diner serving good food at moderate prices.

**FAST SCHEDULE OF
B&O's DAYLIGHT SPEEDLINERS**

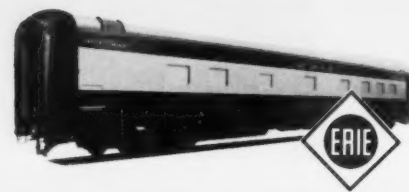
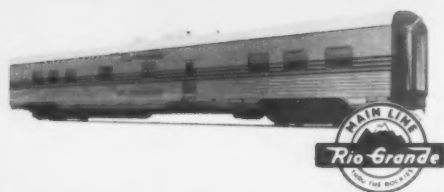
(Westbound) Read Down		(Eastbound) Read Up	
7.00 AM Lv. Philadelphia		Ar. 7.20 PM	
7.26 AM Lv. Wilmington		Ar. 6.54 PM	
8.35 AM Lv. BALTIMORE		Lv. 5.39 PM	
9.20 AM Ar. Washington		Lv. 5.00 PM	
3.40 PM Ar. Pittsburgh		Lv. 10.35 AM	

Convenient connections at Pittsburgh to and from
Youngstown and Cleveland, via P.&L.E.-Erie R.Rs.

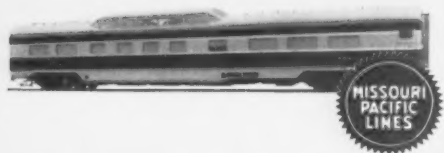
BALTIMORE & OHIO RAILROAD



ASK THE ROADS



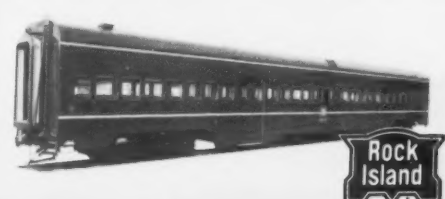
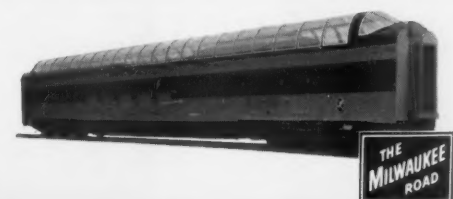
PULLMAN-STANDARD



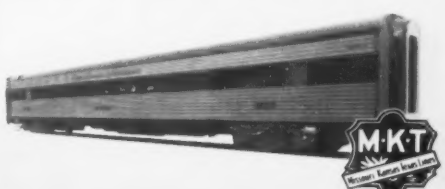
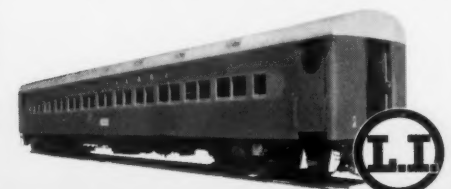
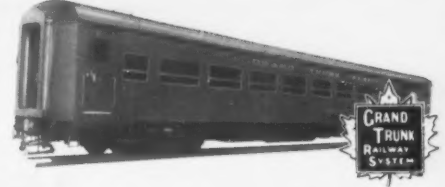
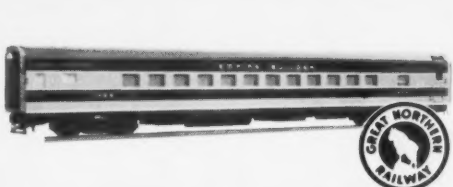
FOR QUALITY • ECONOMY • LONG LIFE • LOW
These and other service-proved car plans are



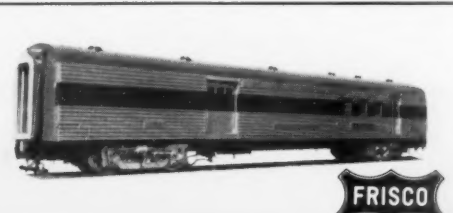
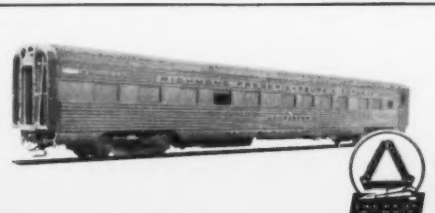
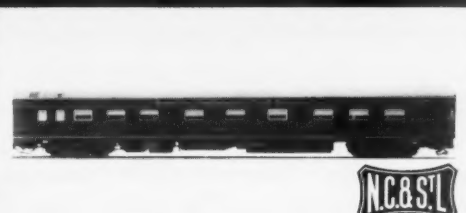
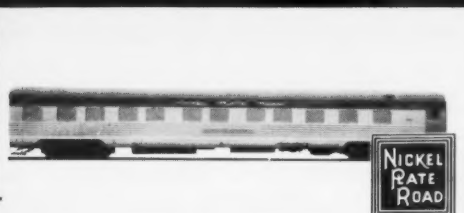
PULLMAN-STANDARD CAR MANUFACTURING COMPANY *Subsidiary of Pullman Incorporated*



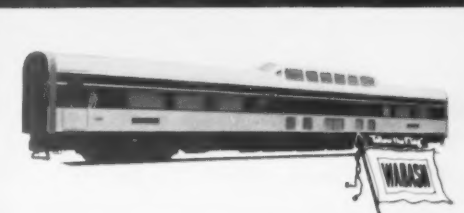
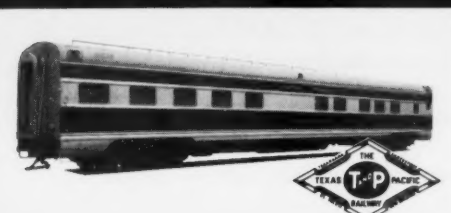
THAT OWN THEM...



PASSENGER CARS



MAINTENANCE • PASSENGER ACCEPTANCE
available to fill your exact equipment needs



CHICAGO, NEW YORK, SAN FRANCISCO, BIRMINGHAM, PITTSBURGH, WASHINGTON, D. C.



How the Hertz Rail-Auto and works



**Inter-city motorists—that's the competition we're up against.
And that's the competition we can beat by working together!**

The Hertz Rail-Auto Travel Plan has one direct aim: to get people who travel to leave their own car at home, take the train and rent a Hertz car at their destination. It's that simple. And once they've tried the Hertz Plan, passengers use it again and again. Result? More repeat business for you—and, of course, more business for Hertz.

How do we tell people about the Hertz Plan? First, with an extensive schedule of national advertising, where the people you see in the illustration

above do the selling. Here's what they tell millions and millions of readers: "Go by fast, comfortable train and have a new Powerglide Chevrolet Bel Air or other fine Hertz car waiting there!" That's The Hertz Idea. And now Hertz "Rent it here . . . leave it there" service is available for your passengers at no extra charge! (on rentals of \$25.00 or more). They can go by train, rent a Hertz car and drive it to another city . . . leave it at the Hertz office there and continue on their way by train. No longer must



Travel Plan works... for you!



they pay an extra charge for return of the car to the city where it was rented.

Another important selling job is being done by your ticket agents. Hertz pays them a prompt 10% commission on the total rental fee for every Hertz reservation they make for a railroad passenger. And to work even more closely with you, Hertz counters, displays, signs and direct "Call a Car" phones are seen by passengers in more and more terminals.

There's still another way to sell the Hertz Rail-Auto Travel Plan: mention the idea of rent a car service in *your* advertising. Naturally, we both stand to gain—and there's no better way to put America's motorists back on the long, straight and narrow! For more information, write: Hertz Rent A Car, 218 South Wabash Avenue, Chicago 4, Illinois.

More people by far...use

HERTZ
Rent a car



HOW BELL SYSTEM COMMUNICATIONS SERVE THE RAILROADS



Passenger, freight and coal cars of the C&O in West Virginia.

Bell System private line services speed C&O's data processing program



Bell System teletypewriter manual tape relay center transmits movement reports to intermediate points in advance of trains, makes it possible to control daily load of 6000 cars.

In the two years since the Chesapeake & Ohio put Bell System teletypewriters to work handling right-of-way operations, the road's car movement has been expedited and paperwork reduced.

Bell System private line teletypewriter services are helping to make C&O consist reporting almost automatic. At present, reports are flashed ahead to yards and headquarters from 180 locations along the road, giving the yards lead time to schedule load and switching operations—keeping top management constantly informed on freight movement.

The reports are transmitted to a Car Location Information Center, being established in Huntington, W. Va., to maintain a complete inventory of all freight cars on the C&O road. From these records, information will be available for freight car tracing, operational reports, accounting activities and other related areas.

Bell System representatives are aiding the C&O development every step of the way. Your own communications problem will get the same close attention. Just call your Bell Telephone Company business office.

Bell Telephone System



PRIVATE LINE TELEPHONE • PRIVATE LINE TELETYPEWRITER
DATA TRANSMISSION SYSTEMS • CHANNELS FOR: REMOTE METER-
ING AND CONTROL • TELEPHOTOGRAPH • CLOSED CIRCUIT TV

New in 1945...



NEW AGAIN in 1957 . . . with Diesel Conversion by L. B. Smith, Inc.

This giant 250 ton Western Maryland self-propelled Bucyrus-Erie wrecking crane was recently converted in our shops from steam to Diesel power. Remodelling included the installation of a General Motors Diesel with Allison torque converter, Westinghouse air controls with compressor and Twin Disc air reversing clutches. The cab was moved from back to front for maximum visibility by the

operator. Identical controls with which the operator was familiar were arranged in their same previous location.

This big Dieselization job is one of some 50 cranes modernized by our personnel, specialists in this type of Diesel conversion.

If you are considering a modernization program, it will pay you to investigate our know-how and facilities.

For complete information, phone or write:

L. B. SMITH, INC.

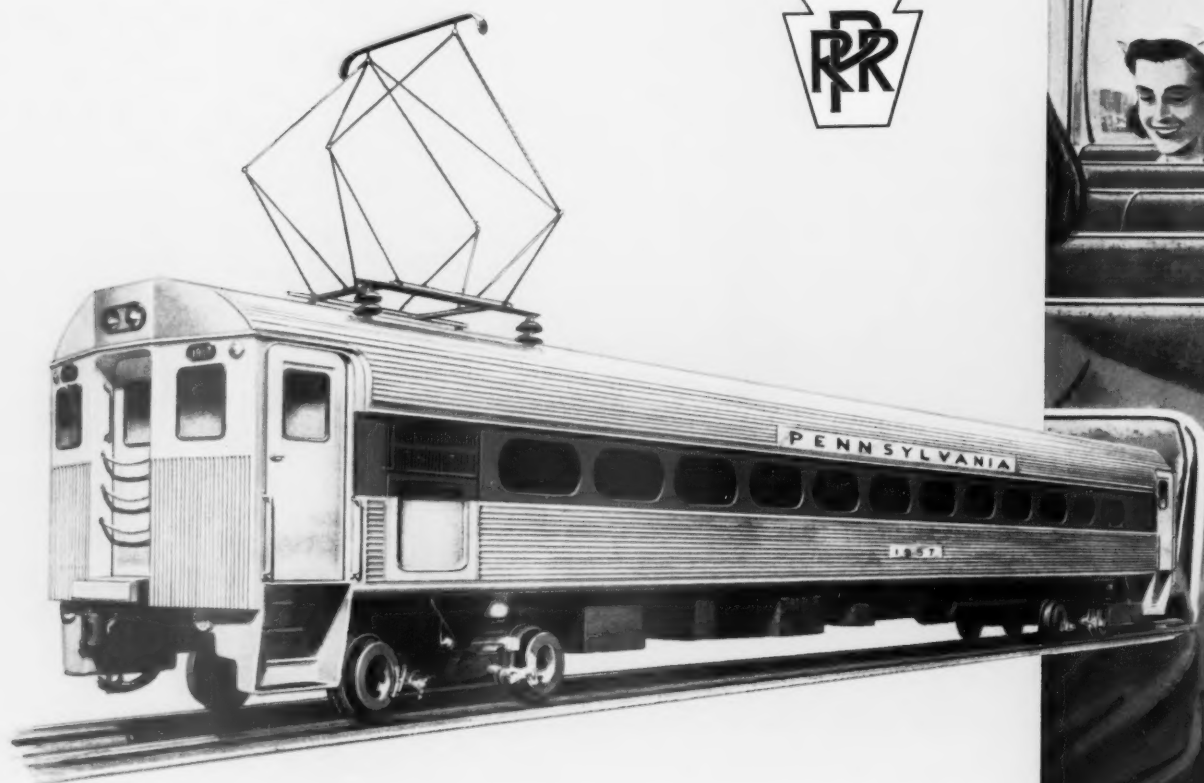
CAMP HILL, PENNSYLVANIA

Telephone (Harrisburg) RE 7-3431



PIONEER III

basic contribution to railroad progress

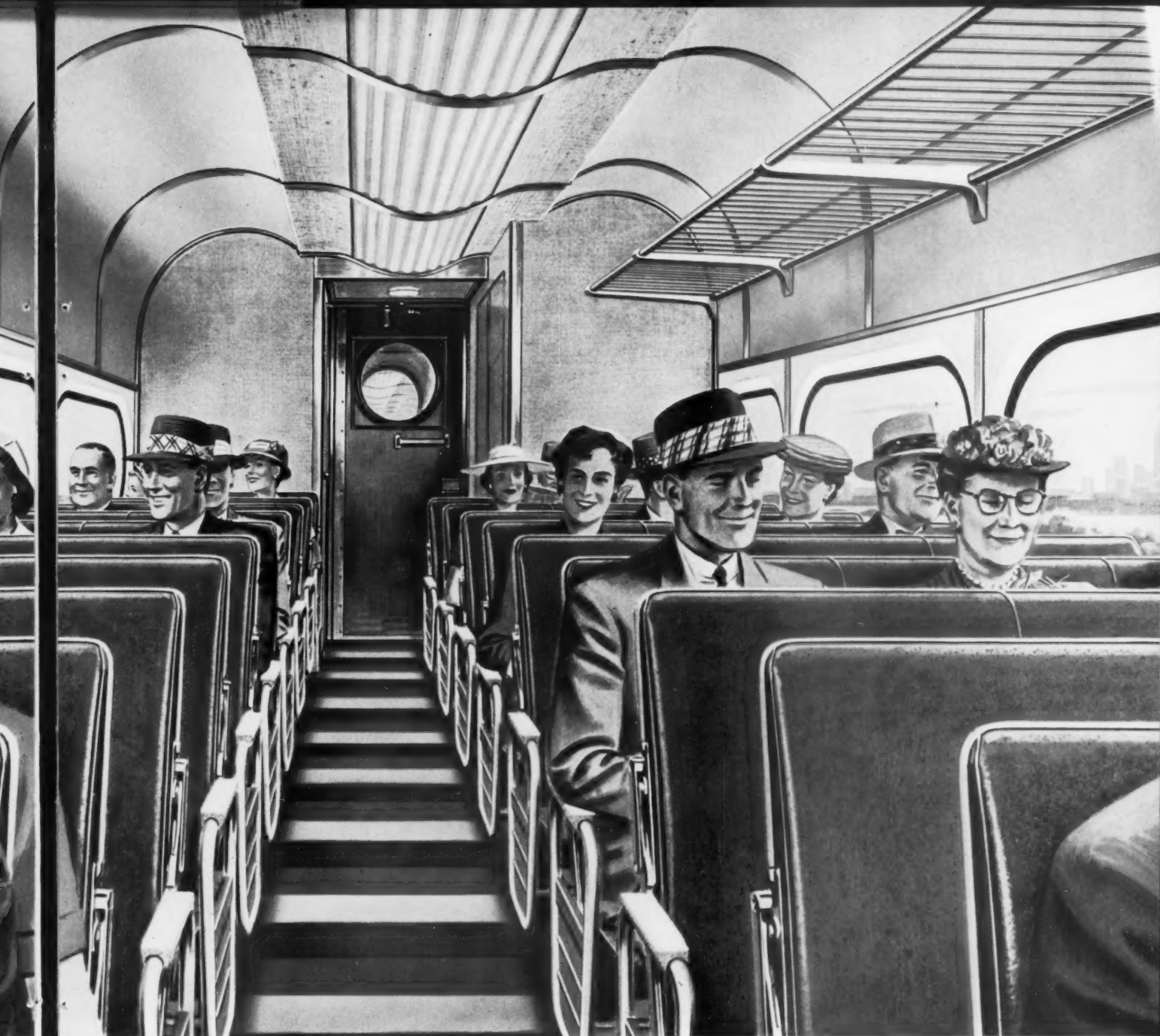


The Pennsylvania Railroad has ordered six stainless steel, air-conditioned coaches for electric, multiple-unit service, based on the new Budd Pioneer III lightweight design. Accompanying the order is an option to purchase 44 more.

More than eighty thousand miles of test runs have challenged all the radical new ideas the prototype car, Pioneer III, has introduced. These tests have confirmed our belief that Pioneer III will substantially reduce operating and maintenance costs, and provide high availability.

Far beyond what Pioneer III's success could mean to us, as builders of railway passenger cars, is what it could mean to the welfare of railroading. Many railroads are studying its potentialities.

We have great faith in Pioneer III. Not merely as another piece of railroad equipment, but as a basic contribution to better railroad service and increased earnings. The car can be constructed to serve any requirement. The Budd Company, Philadelphia 15.



PIONEER III

(Type: MU)

Length: 85 feet

Ready-to-run weight—87,600 lbs.

Capacity: 128 passengers

Balance speed: 90 mph

Acceleration: to 30 mph in 25 seconds

Brakes: Budd Disc and Rolokron

Satisfies all A.A.R. requirements

Budd

**in Adlake
oil lanterns...
the flame's bright
because
they "breathe" right**



Adlake oil lanterns aren't affected by wind or weather because **BALANCED VENTILATION** keeps them "breathing" properly. Hard railroad usage is no problem, either; with shockproof construction, an Adlake lamp is "built to take it."

For nearly a century, railroad men have known the rugged reliability of Adlake oil lanterns—built better now than ever before. For complete information, write The Adams & Westlake Company, 1150 N. Michigan, Elkhart, Indiana.

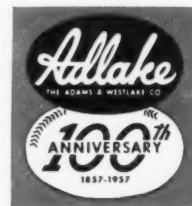
THE Adams & Westlake COMPANY

Established 1857

ELKHART, INDIANA

New York, Chicago

Manufacturers of Adlake Specialties and
Equipment for the Railroad Industry





Putting profit back in passenger service

The Speed Merchant . . . America's newest high-speed locomotive, designed for the New Haven by Fairbanks-Morse.

This new locomotive combines the maintenance simplicity of a single engine power plant and the dependability of railroad proven Opposed-Piston diesel power.

Fast acceleration. High speed. Proven power. Simple maintenance. These are the advanced features of the new Speed Merchant that will help put the profit back in passenger service. Designed and built by F-M, this is another significant motive power first in the pioneering tradition of Fairbanks, Morse & Co., Chicago 5, Ill.



FAIRBANKS-MORSE

a name worth remembering when you want the BEST

DIESEL LOCOMOTIVES AND ENGINES · MOTOR CARS AND RAILROAD EQUIPMENT · ELECTRIC MOTORS · GENERATORS · PUMPS · SCALES · WATER SERVICE EQUIPMENT · HAND LAMPS



*The shortest rail route between
New York and Buffalo
is one of the nation's smoothest
when you ride . . .*

**THE PHOEBE SNOW
THE WESTERNER
THE NEW YORKER**

Diesel-powered streamliners speed you in luxurious comfort and safety through one of the most scenic spots in all the nation. Connections at Buffalo take you on to Cleveland and Chicago without changing trains. Convenient arrival and departure times. Going East, or going West, next time ride the Lackawanna.

*For complete schedule information and Bargain
Fare Travel rates phone your Lackawanna Agent.*

Lackawanna Railroad

THE SHORTEST RAIL ROUTE BETWEEN NEW YORK AND BUFFALO





**Summer
Vacations
Unlimited!**

FLORIDA

**via the
luxurious
"City of Miami"**

Join the many folks who have discovered wonderful Florida in Summer. It not only offers a golden round of activities ranging from starlight dancing to he-man deep-sea fishing, but incorporates the advantages of moderate weather and low, low prices. And for the best way to go—look to Illinois Central! Two fine trains are at your service—the luxurious "CITY OF MIAMI" every third day departure and the daily "SEMINOLE."

ILLINOIS CENTRAL

Main Line of Mid-America



Long live *this* king! May his line multiply and prosper for generations to come!

Yes, in modern railroading the passenger reigns supreme... and real passenger progress depends on his pleasure.

This modern-day king travels more... and better... than did the kings of old. But he is very much akin to regular kings... he's mighty choosy...

**TEXAS AND PACIFIC
RAILWAY COMPANY**

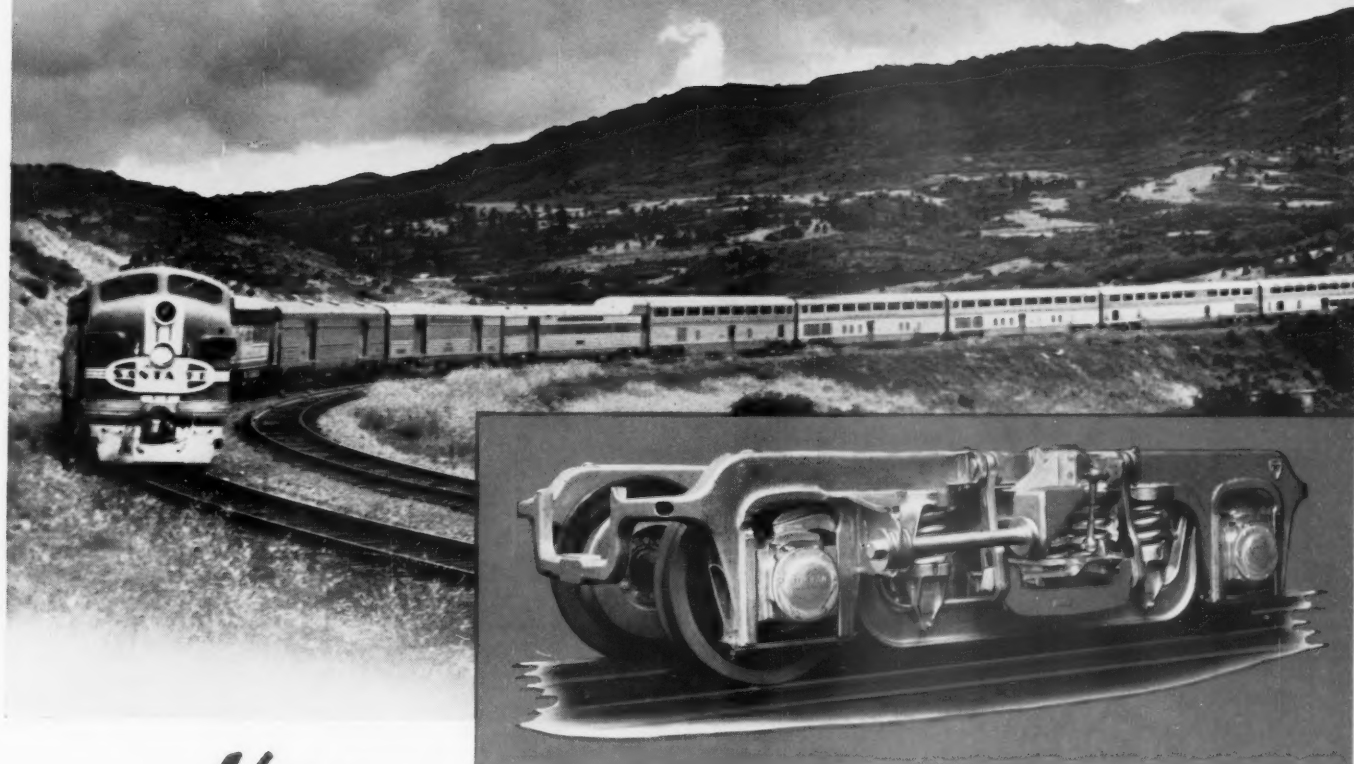
and he's mighty important!

As his servants we are subject to his slightest whim. If he finds our "carriage" not to his liking, it's his royal prerogative to step into his 7-League Boots... or he may choose to travel in his personal chariot, even though he has to be his own chauffeur.

The Texas and Pacific Railway offers advantages that can't be matched by any other means of transportation... and if we can please His Royal Highness enough to make railway travel his first choice, there's no limit to our passenger progress.



**Improved Riding – Greater Comfort
attracts more passenger revenue!**



New

**Hi-Level Cars on SANTA FE *El Capitan*
Ride Smoothly, Safely on
Commonwealth Trucks and Central Bearings**

On the Santa Fe *El Capitan* trains in service from Chicago to California, passengers are now enjoying the greatest comfort and lower noise level of the newly-designed Hi-Level chair cars, diners, and lounge cars. For the finest ride and the lowest operating costs, these cars are completely equipped with Commonwealth *Outside Swing Hanger Trucks* of latest design, with *Central Bearings*, instead of center plates.

Commonwealth Trucks with outside spring

suspension simplify inspection and upkeep—reduce car body roll—assure better riding at all speeds. Central Bearings eliminate truck shimmy and side bearing upkeep, increase mileage between wheel turnings, and prevent ride deterioration.

To increase time between car shoppings, more and more leading railroads are using this modern truck and Central Bearings. You can do the same on your existing or new cars.

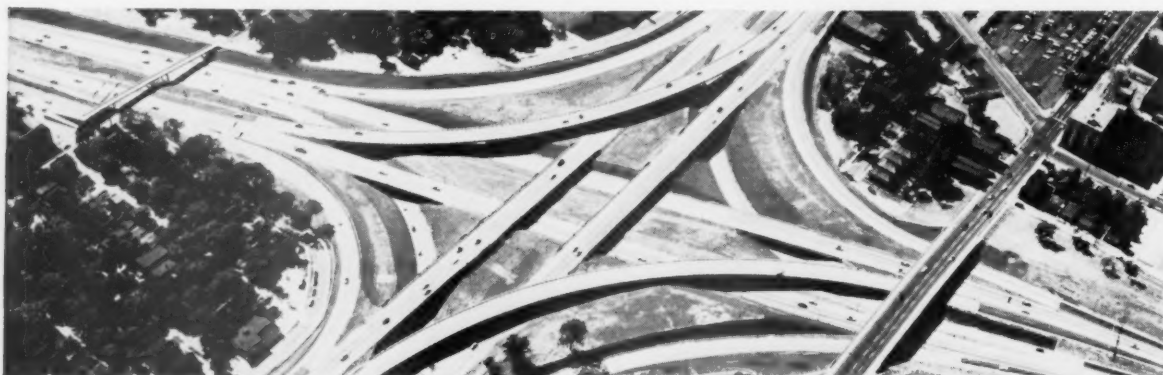


GENERAL STEEL CASTINGS

GRANITE CITY, ILL. • EDDYSTONE, PA. • AVONMORE, PA.



America's know-how and skill made this possible...



and in America...it's Simtex know-how and skill that make this possible



In America the most famous hotels from coast to coast use Simtex napery because of its fine texture that stays luxurious... and because of a surface that keeps its gleaming freshness. Even after countless launderings Simtex tablecloths retain that fine and crisp hand. And thanks to the exclusive Basco protective process that is applied permanently to the fiber itself you are assured of unsurpassed durability and long range economy. All of these are the result of Stevens Simtex long experience and highly developed skills. Remember Simtex napery is made right in America.

Simtex 
J. P. Stevens & Co. Inc.

Stevens Building, Broadway at 41st St., New York 36, New York

ATLANTA • BOSTON • CHARLOTTE • CHICAGO • CINCINNATI • DALLAS • DETROIT
 LOS ANGELES • PHILADELPHIA • SAN FRANCISCO • ST. LOUIS • Makers of cottons,
 woolens, worsteds and fabrics of science for apparel, for the home and for industry



Burlington invites you... Ride the big new **VISTA-DOME DENVER ZEPHYR**

BIGGER, BRIGHTER, MORE BEAUTIFUL—that's Burlington's new *Vista-Dome Denver Zephyr*...the most enjoyable train in all the world!

You'll enjoy new views of plains and mountains from glass-enclosed roof-top Vista-Domes. You'll revel in the *Denver Zephyr's* smooth speed...complete comfort...varied accommodations...wonderful food...friendly hospitality...and superb service.

Decide right now: next trip between Chicago and Colorado, ride the big new *Vista-Dome Denver Zephyr*...Burlington's masterpiece of travel enjoyment!

OVERNIGHT—EVERYNIGHT

• WESTBOUND

Lv Chicago..... 5:00 pm
Ar Denver..... 8:30 am
Ar Colorado Springs 10:45 am

• EASTBOUND

Lv Colorado Springs 1:10 pm
Lv Denver.....4:00 pm
Ar Chicago.....9:00 am

CHICAGO-DENVER

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J. J. ALMS
Gen'l Passenger Traffic Mgr
Burlington Lines
547 West Jackson Blvd
Chicago 6, Illinois



BUSY TRAINS still hurry between cities, still have real mass travel appeal for the public.

Are the Passengers Coming Back?

Railway Age thinks it's high time to help end this lament and libel which has attached itself to passenger operations of the railroad industry. Negative thinking profits no one—the railroads, their suppliers, the customers or the public interest.

Passenger service has been talked about so much it runs the risk of being smothered. Every aspect is stated as a "problem." Each phase of the service is held up as demanding some kind of solution, often in a voice which implies no solution is possible.

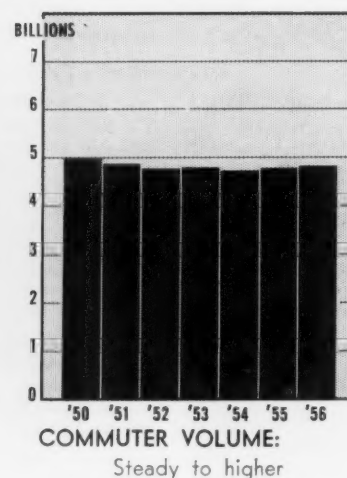
This just isn't so.

One fact is indisputable. Railroads are *not* going out of the passenger business. Simply put, they can't. Furthermore, few indeed want to. Why, then, all the cry? Deficits, if they do exist, are not incurable. Fares, if they don't fit, can be made to fit. Equipment, if it's not "modern," can be rebuilt or replaced. There are markets, not one but several; the service can be sold. Forward-thinking railroad officers know these things. Some already are heading into them, forthrightly as they should.

There are, today, more favorable things in the passenger picture than in a decade at least. This, still, is close to a



Passenger-mile picture shows





CHALKING ARRIVALS, station employee in Philadelphia marks up a commonplace happening — On Time.

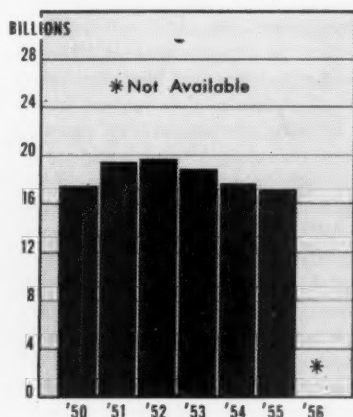
...We Think They Are!

\$1 billion business. Study and testing of new equipment continues. Money-losing runs are being pruned away. The whole deficit matter is being re-examined officially. Markets are being researched as never before. Improved merchandising plans take shape on many roads and a sales rebirth is promised. The supply industry has joined the team effort. Money is being spent to improve railroad passenger service, false critics to the contrary. The competitive highways are jammed, air lines threaten to peak out at capacity. Intercity travel increases every year. Coach business is strong and holding level. A long decline

in sleeping-car volume has slowed down, almost stopped.

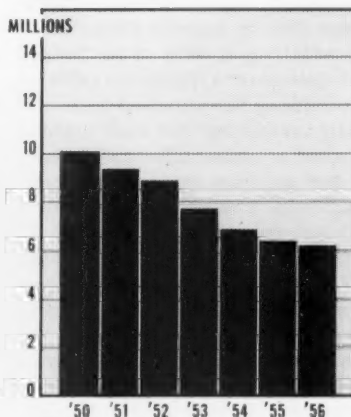
These are positive things in evidence, not vague promises for next summer or next year, and this special issue of Railway Age talks about some of them. If the emphasis is optimistic it is intended to be. It's time for a positive approach, for putting an end to gloom talk and ill-stated dogma that profits nobody. Passenger service is good service and, potentially, good business. It deserves a better break than it's had. We think the time of change is at hand, and willingly devote these pages to reflecting the evidence that justifies optimism.

trend toward stability, illustrates base for growth



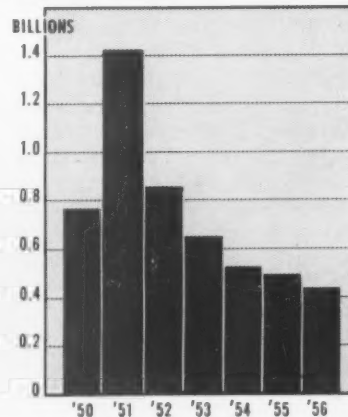
COACH TRAVEL:

No precipitous drop



BERTH BUSINESS:

A leveling trend



MILITARY TRAFFIC:

Peacetime's picture

What's Needed to 'Beef Up'

Here Are Ideas from a Railroader, a Supplier and a Teacher

ANDERSON: Show Agents What Selling IS

NOT LONG ago, the woman agent in a little town we serve in Kansas found out something she didn't know: that part of her job is to sell passenger service. She learned it at a "good service" and passenger-sales meeting, one of many we hold annually at key points on the Santa Fe.

Within only a few days, our agent had arranged for the high-school

graduating class of her town to go to Washington, D.C., by train. It was business we'd never had before but probably will get from now on.

Our agent—and I'm sure there are many more like her—no longer considers herself merely a "service representative," so to speak, for the passenger department. She's a Santa Fe salesman, out to get every available

passenger as well as freight business.

Multiply this little experience by the number of agents and other operating department personnel a railroad has, and you begin to see the vast potential available to any passenger department—if selling passenger service is approached as any manufacturer would approach the job of selling his product. For really, selling is much the

GREEN: Find Out What Sells BEST

THE FIRST rule of successful selling is to know what your customers want.

The suppliers who provide the "tools" with which passenger service is performed are confident about the future of this part of the railroad business. The members of the Railway Progress Institute, in a resolution passed last year, emphasized their "continued belief in the possibilities of profitable passenger service by railroads."

As a demonstration of this faith, the RPI's Passenger Traffic Research Committee is now engaged in a comprehensive study to obtain the best,

most complete and objective answer to this basic question:

Does the market for passenger service warrant further interest on the part of railroads and their suppliers? Or, as some seem to think, is railroad passenger service a losing proposition no matter what the railroads may do?

The railway suppliers are looking to the institute's study for guidance. The study will be as objective as we can make it. It will provide data which we hope will influence the production of equipment best suited for those passenger services having growth

potential. It may show that continued production of certain types of equipment will be uneconomic.

As suppliers, we are called upon to manufacture products which are used in a variety of services in three distinct geographical regions. We build and equip cars and locomotives used in mail and express services, on commuter trains, and in coach and first-class services operated from a few to a great many miles.

We are searching deeply into each of these market categories, into what is sold and why it is sold; into the elements of growth and decline and what

BERGE: Kindle the URGE to Travel

PEOPLE are restless. Given the time and means, we all like to "go someplace" even if we don't have a tangible objective. Perhaps this partly explains the weekend driving habits of so many families and the ever-rising trend in annual passenger-miles per capita.

This is why when I was asked by Railway Age what I thought is the best way to sell railroad passenger service I said, "All you need to do is to kindle the natural urge to travel." I'd like to change the wording of that a bit, though: "All you need to do is kindle a *national* urge to travel by train."

Not many years ago, I was astounded to learn from a federal

government survey of family expenditures that in many communities of this country over 90% of the families had not spent a penny on railroad travel during the preceding year. Recently I discovered that even in rather prosperous communities the majority of the children are reaching high-school age without having ridden a train.

Certainly a market situation like this isn't conducive to economic success in the railroad passenger business. By some means or other, the idea of travel by train must be changed from a mental curiosity to an actual—and rewarding—experience for the millions of children who are rapidly becoming the adults of tomorrow. Is

there any better way to sell railroad passenger service?

Several years ago one of the airlines started a project called "Air Age Education." Something of the sort must still be going on, for not long ago my younger daughter arrived home from grade school proudly sporting the winged badge of a "junior stewardess." Some of the railroads have long been active in promoting economical trips for high school and grammar school children, of course, and I'm sure that this effort has been rewarding in the development of future patronage. But does it go far enough?

If the natural urge to travel is really to be kindled, it might be well for the

Passenger Selling?

same no matter what you're trying to sell—and a good many of the techniques which sell automobiles and take business away from the railroads can be used just as effectively to sell rail transportation and get some of that business back.

Here on the Santa Fe, we've found that a good, exciting contest among our passenger salesmen does wonders. Beginning in March of last year, we put the passenger departments of our three grand divisions in competition with each other for higher passenger revenues. We conducted an intensive sales contest right along with our annual drive to promote good service.

We used everyday sales "gimmicks"—slogans, posters, constant reminders of the previous year's sales and the need for an even better record. The goal of each grand division was to win the sales trophy for the greatest percentage of increased sales. Everyone participated and enjoyed the competition.

It's unfair to imply that railroads do not use what might be called conventional selling techniques to sell passenger service, because they all do to some extent. But the results of our sales contest demonstrate, I think, that the relatively untried scheme of boosting sales from within—from within
(Continued on page 68)

they mean—factors which when correlated should yield a true picture of the overall passenger market.

The national economy, past, present and future, will be studied for its relation to passenger service. We shall take a long look at the railroads' competitors and what effect they have had or may have on the railroads' business.

We are exploring the services railroads offer today and are projecting them into the future. The railroads' passenger service costs in a competitive market will be studied by our researchers.

Certainly we want to find out

whether existing passenger equipment actually meets the greatest need. We must know—as must the railroads themselves—what facilities and services are needed to recapture—and hold—travelers for the railroads.

In short, the RPI's Passenger Traffic Research Committee is well under way with a complete market analysis. In scope, depth and objective it will be unique. It will not be based on national averages or other general data which often distort or hide the basic elements of passenger service. As a department store would not close its
(Continued on page 68)

railroads to organize a national educational travel bureau, possibly in conjunction with the AAR. Such a bureau could cooperate with grammar and high schools as well as with colleges and universities. Its purpose would be to encourage all types of educational travel by rail.

As a university professor, I cannot recall having been approached by a railroad travel specialist suggesting the advantages and economy of this or that educational trip for my students. Yet on our own initiative we do go on trips, for we are fully aware of the educational value of travel.

For example, just this month I organized a field trip by helicopter, permitting one of my graduate semi-

nar classes to study the transportation facilities of Chicago from a vantage point 500 to 1,000 ft over the city.

Why shouldn't the transportation industry team up with American education and really develop the "traveling classroom" as a major feature of our educational system? Is there any better way to gain perspective, absorb impressions or study human nature than by means of intelligently organized travel?

The railroads, more than any other carrier, have the capacity to provide the most economical high-speed long-distance educational excursion travel. And they have more to gain through the increased utilization of capital investment and manpower.



R. T. ANDERSON

General Passenger Traffic Manager, Santa Fe



GEORGE L. GREEN

Chairman, RPI Passenger Traffic Research Committee; Vice-president, Pullman-Standard



STANLEY BERGE

Professor of transportation, Northwestern University

The New Trains Are Going Places

Not since the 1930's, when lightweight streamliners began to skim along the rails of the Burlington and Union Pacific, has the passenger-carrying railroad car received as much attention as it's getting today.

The thirties saw the introduction of revolutionary trains. The cost of operating conventional heavyweight equipment had become excessive; the automobile was beginning to be a formidable competitor. Lightweight, cheaper-to-operate trains were what the railroads needed. And, by and large, they were what the railroads got.

The nation's railroads are seeing revolutionary passenger equipment again in 1957. From New England to southern California, a growing number of roads are testing trains of new basic design. For again, the cost of operating the equipment which evolved from the lightweights of the thirties is, to some railroads, excessive.

The airplane has been added to the automobile as a formidable competitor. Again in 1957, so some of the thinking goes, lightweight, cheaper-to-operate trains are what the railroads need.

Or are they? The Burlington's new "Denver Zephyr," which is composed of "conventional" streamlined equipment, is more expensive to operate than its predecessor, and it's doing fine. Santa Fe's "Hi-Level" version of the all-coach "El Capitan" can hardly be classed with the low-slung trains which have gained a measure

of popularity in the East, yet it's a rousing success.

To date, no road which has bought one of the 1957-model "super-lightweights" has come back with a repeat order. Side-line observers generally are adopting a wait-and-see attitude, if they react at all. Of the handful of orders carbuilders have today, all but a few are for equipment of more-or-less conventional design.

And a good many passenger men will agree, guardedly, that what the railroads have done since the thirties is to bring the concept of passenger equipment full cycle, apart from the premise that the answer to the "passenger problem" may lie not so much in the train itself but in the way the train is utilized and sold.

Costs Are Being Trimmed

Still, thousands of miles are being run this year by new passenger trains which are doing what they were primarily designed to do—cut costs. Most roads today regard their new trains as experimentals and are reluctant to talk about them with any finality, but here and there management apparently is making up its mind:

- The Rock Island is actively seeking "super-lightweight" coaches, sleepers, diners and lounges. The road's stipulation is that they be fully interchangeable with present equipment, which appears to limit the field currently to the version of "Pioneer III" with standard-height floors now

on Budd drawing boards and to Pullman-Standard's "Train Z," a similar type of car which has existed in blueprint form for some time. The "Twin Star Rocket," which serves a growing commercial passenger market, is a likely candidate for the new equipment in a year or two.

- Continued growth of Chicago's suburbs may put the Burlington in the market for Budd RDC's and "Pioneer III's" to use as quick-turnaround commuter trains during rush hours.

- "Hi-Level El Capitan" has proved so successful that the idea of going to double-deck cars altogether reportedly is not foreign to Santa Fe thinking. A "Hi-Level" sleeper, fully within the range of possibility, is the only basic type of double-deck car not already in use.

- The Pennsylvania already is under way with what the Budd Company hopes is to be a complete replacement of multiple-unit commuter cars with "Pioneer III's." Watch the Illinois Central for developments along this line, too.

- Another commuter-service order which is brewing involves the Chicago & North Western. No one is talking in specific terms yet, but the road's idea apparently is to use lightweight double-deckers. They'd be pulled by conventional locomotives controllable from either end of the train.

But as of today, what has the existing new equipment proved? Here, in the first complete round-up since they

Handy Guide to New Trains:

▼ **HI-LEVEL.** Santa Fe's double-deck version of the all-coach Chicago-Los Angeles "El Capitan." Coaches seat 68 or 72; normal train of seven coaches, diner and lounge accommodates 496 at weight-per-passenger of 2,300 lb, 250 lb less than conventional train which it replaced July 15, 1956. Built by Budd.

▼ **TRAIN X.** Robert R. Young-inspired lightweight put in service between Cleveland and Cincinnati by New York Central June 3, 1956, and in Boston-New York service by New Haven March 25, 1957. Single-axle cars (with double-axle cars in center) make up coach-only train. Builder: Pullman-Standard.

▼ **DAYLIGHT SPEEDLINER.** Baltimore & Ohio's self-propelled three-car Philadelphia-Pittsburgh train. Has dining space for 24, coach seats for 204. Can be integrated with conventional equipment or augmented with other RDC's. Entered service October 28, 1956, replacing conventional equipment. Builder: Budd.





moved into the public eye, is the story of how the new trains are doing.

From current reports, nothing has cropped up in the operation of the New York Central's first "Train X" that can't be—or hasn't already been—taken care of. Both the Central and Pullman-Standard recognize that the 1,000-hp locomotive is hardly powerful enough to give the full train maximum acceleration. But aside from that, neither locomotive nor cars have shown recurring difficulties. Some work has been done with shock absorbers on both the locomotive and the cars to reduce undesirable vertical and longitudinal motion.

From a passenger-acceptance

standpoint, the "Xplorer" has fared well—so well, at times, that the demand has more than filled the seats. (The train has a capacity of 392 if all cars are in service.) Most riders have been favorably impressed. Some have criticized the ride and the meal service, and a Central officer mentioned recently that the road is thinking of setting up a dining section in the train to serve prepacked Meal-pack meals now dispensed from the "Cruisin' Susan" cart.

The Central isn't ready yet to discuss the economics of its "Train X," and neither is the New Haven, which put the similar "Dan'l Webster" in service early this year. In fact, recent

months have seen three new trains go into service between New York and Boston on the New Haven—the "Train X," an ACF "Talgo" called the "John Quincy Adams," and the Budd Company's self-propelled "Roger Williams."

Again, passengers appear to have accepted the New Haven's newest trains. Of 5,000 questionnaires collected during the first days of operation, some 96% were answered in such a way that they indicate approval.

The New Haven already sees two problems: lack of adequate food facilities and the inability to add cars to take care of peak weekend loads. On

Varying in Concept and Design . . .

▼ **SLUMBERCOACH.** Budd's "Siesta Coach" concept as applied to Burlington's new "Denver Zephyr." Sleeps 40 in individual (and double) rooms with toilet facilities. Sold at coach fare plus \$7.50 occupancy charge for Chicago-Denver or Chicago-Colorado Springs trip. Burlington has four cars.

▼ **ROGER WILLIAMS.** New Haven's Budd RDC train, newest of the radical trains to enter service. Consists of six modified RDC's capable of operating (as are all New Haven's lightweights) from Grand Central's third rail. Seats 424 with provision for light meal service. Operating between N.Y. and Boston.

▼ **KEYSTONE.** Budd-built tubular 574-passenger train for Pennsylvania's New York-Washington run. Interchangeable with standard equipment, although needs head-end power. Cars have lower-than-normal cross section; floor is depressed between trucks. Entered service June 24, 1956.



the other hand, the trains aren't yet on the schedules the New Haven thinks are best—schedules which might not, incidentally, always take the trains to Boston. Springfield, Mass., may get some fast service to New York with the new equipment.

The Rock Island's Peoria customers have largely given up their complaints about the lack of private lounge space on the ACF **"Jet Rocket,"** but still the "Jet" hasn't met with universal approval among Rock Island officers. The road takes the position that someone had to jump in and actually see what a "super-light-weight" would do, so it became the first to order one for actual purchase.

The "Jet" is scheduled to undertake a new assignment August 1: suburban service. ACF's prototype **"Talgo"** coach unit will be added to the train; the diner will be converted to a coach. The "Jet" then will serve as the Chicago-Joliet "bankers' special" during rush hours and will run up as many miles as possible between Chicago, Joliet and Blue Island. A conventional streamliner will be placed on the "Peoria Rocket" run.

The car which of all the light-weights probably has elicited the most favorable comment is the Budd **"Pioneer III."** Somewhat more acceptable to railroad traditionalists than other designs because of its 85 ft length and four-wheel trucks, the "Pioneer III" demonstrator is running up service mileage on the Pennsylvania while the builder works on the six multiple-unit cars (with conventional floor height) that road ordered early this year for commuter service.

Passenger men on several railroads seem to feel that in riding qualities

"Pioneer III" is superior to any of the more radical designs. The lightweight carbody construction and completely new truck design look promising to a significant number of observers.

Another Budd product, Santa Fe's **"Hi-Level El Capitan,"** is held in something approaching awe by many passenger officers, and from what it's doing to the Santa Fe's passenger revenue, it should be. The double-deck version of that always popular coach train was responsible for about \$900,000 of the Santa Fe's \$2.8 million increase in passenger revenue last year.

A factor, of course, is the \$5 extra fare applied to "El Capitan" with the "Hi-Level" cars. But even excluding the extra fare, the new train has increased revenues to roughly three times what they were with the former equipment—with little or no increase in net operating cost.

From a traffic standpoint, the new "El Capitan" has been a standout as well. During the train's first summer, the Santa Fe had a daily waiting list of 119 to 190 persons.

More "Hi-Level?" Probably not right away. But it's safe to assume that the new "El Capitan" has made a big impact on Santa Fe thinking.

Pennsy's **"Keystone"** has turned in a creditable performance from a mechanical standpoint and has apparently done even better in customer acceptance, though the train's service in the road's New York-Washington fleet makes it difficult to judge how much is new business and how much is diverted from other trains.

Overall passenger volume between New York and Washington was down slightly last year, but revenues on the

noon **"Keystone"** out of New York are up sharply over those of the train it displaced—about 20% in January 1957, over January 1956, for example. The morning train from Washington made an even better showing.

Apart from its step-down interior, head-end power and tubular construction, the **"Keystone"** is a conventional train in most respects. It costs less initially than standard equipment and does, as one Pennsy officer put it, take the "inflation element" out of the cost of conventional cars. But again, the Pennsy currently appears more interested in **"Pioneer III"** than in more **"Keystones."**

Results of the extensive tests to which General Motors' two **"Aerotrains"** have been put are somewhat hard to come by. The Union Pacific's Los Angeles-Las Vegas operation, on which passengers can eat at a free buffet, has apparently met with passenger approval, though the UP doesn't seem overjoyed with the train itself. On the Pennsylvania's Philadelphia-Pittsburgh run, the other **"Aerotrain"** has covered out-of-pocket expenses with something to spare, though other expenses would have to be considered before the train could be called entirely profitable.

Pennsy's train has met with favorable passenger response and has provided some excellent insight into public reaction to a new kind of train.

Considerable work has been done to the **"Aerotrain"** to improve its riding quality and noise level.

Like the Pennsy's **"Aerotrain,"** the Baltimore & Ohio's **RDC "Speedliner"** has been operating in an atmosphere of reduced fares. And since its

... They're Rolling Research for Tomorrow

AEROTRAIN. Experimental light-weights built by Electro-Motive Division of General Motors, and currently leased by Pennsylvania for Philadelphia-Pittsburgh service and by Union Pacific for use between Los Angeles and Las Vegas. Two-axle coach bodies follow basic design of GMC bus.

TALGO. U.S. version of proven Spanish lightweight design. Used as Chicago-Peoria **"Jet Rocket"** by Rock Island since Feb. 11, 1956, and as New York-Boston **"John Quincy Adams"** by New Haven since March 25, 1957. Rock Island version offers coach, dining, lounge space. Built by ACF Industries.

PIONEER III. Budd's lightweight 85 ft entry in the new train field. Demonstrator currently is running on the Pennsylvania; Pennsy has ordered six for commuter service. Car has radical lightweight truck with inside bearings, outside brake shoes. Standard-floor-height design is in blueprint stage.



Roads Push Dual Mail Campaigns

Realistic rates and an end to propaganda distortions and uneconomic diversions are sought by the carriers in ICC and congressional hearings.

At this point in 1957, the railroads are in the midst of two-pronged efforts to brighten a sometimes-cloudy mail situation.

Specifically, they're seeking higher mail pay in cases pending before the ICC; and they have been clearing the air of charges that they are high-cost and subsidized carriers of mail.

Separate petitions for mail pay increases have been filed with the commission by Eastern, Southern and Western roads. Generally, they ask for an investigation of the results of their mail operations—seeking to have rates reasonably related to costs. (Eastern roads have since asked for a 25% interim increase, pending completion of the investigation.)

Figures supporting the Eastern roads' basic case spotlight some sharp distinctions in the existing situation. The figures indicate roads in the East need increases which would raise their annual mail revenues by about 63%. Fourteen Eastern lines, doing more than 90% of the territory's total mail business, aggregate about \$106 million in annual mail revenue. Costs for these same roads come to around \$172 million a year.

Southern roads put their yearly mail service costs at \$58 million compared to annual revenues of \$39½ million. That indicates need for something like a 47% increase, but the Southern lines have let it be known they would accept a 15% raise if relieved of making a suggested field study of their mail-handling costs.

As this is written, Western roads have not placed their needs on a percentage or dollar basis.

Background to these moves for higher pay is the history of the railroads' mail handling operations in recent years. The accompanying chart, showing mail pay for all Class I roads during the past 11 years, pictures a steady climb in revenues from 1946 to 1949, then a sudden peak of \$374 million in 1950. This big jump reflects "back pay" granted that year in retroactive increases for the 1947-1950 period. Total postwar pay for carrying mail boosts have aggregated

about 115%, the latest having been effective October 1, 1953.

Even with this increase, though, rail revenues from postal operations have been going steadily downhill since the 1950 peak. The decline is attributed to diversions of mail business to air and highway competitors.

Threat of further diversions has prompted some roads to enter special arrangements with the Post Office Department—one such being the Chicago & North Western's operation in the Minneapolis-Sioux City-Omaha area (Railway Age, Mar. 4, p. 16).

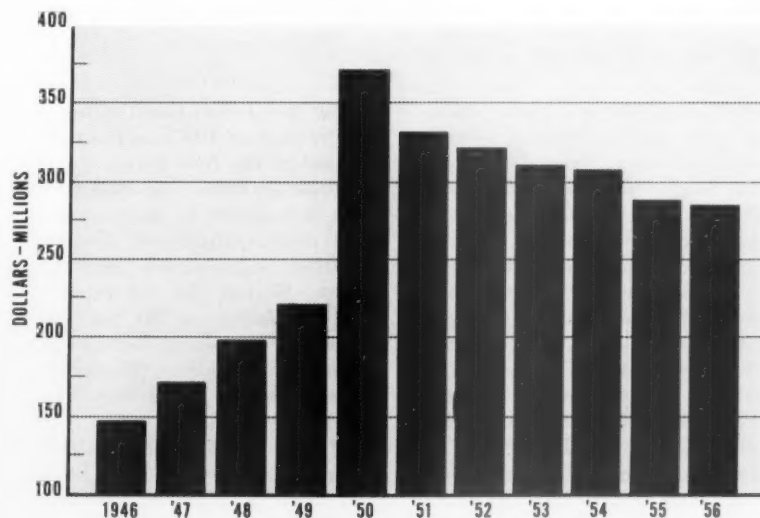
Railroad Rebuttal Is Prompt

Meanwhile, the railroads are not letting attacks from other quarters go unanswered. A case in point is the recent allegation made to the Senate Post Office and Civil Service Committee by the Citizens Advisory Council on the Post Office. The report charged railroads are high-cost, subsidized mail carriers. H. B. Brand, director of the AAR Railway Mail Transportation Division, promptly told the Senate committee that the council had presented assertions with "supporting facts notably missing."

Mr. Brand identified one such assertion—that a "full truck-mail" program would save the Post Office money—as coming from a report made for the Independent Advisory Committee to the Trucking Industry. Chairman of this committee is Dave Beck of the International Brotherhood of Teamsters. The Post Office Department itself has recognized that this program is "completely unrealistic," Mr. Brand said.

He also made these points: (1) Rail and truck service for the Post Office are not comparable as railroads perform a complete service, including many incidental and costly features; (2) the assumed diversions to the highways could not physically be made without ruining the mail service or rebuilding thousands of post offices; (3) even if great volumes of mail could actually be put on the highways, the result would be higher costs to the Post Office.

As to a further charge that railroads are subsidized to the tune of \$100 million a year, Mr. Brand cited "facts" that railroads "are actually subsidizing the government by hauling mail for far less money than they spend to provide the service."



RAILROAD MAIL REVENUES slipped steadily after 1950 "back pay" boost.

Exploring the Future of Rail

Only about 20 railroads now provide suburban service in the United States. Intensive operations center on seven cities—New York, Philadelphia, Boston, Pittsburgh, Washington, Chicago and San Francisco.

Yet every railroad man is affected by the “commuter problem.”

First, present deficits sap the competitive strength of all roads.

Second, as a motorist he is increasingly injured by highway congestion caused by diversion of traffic from rail movement.

Third, as a craftsman, his “know-how” is not being put to work moving masses of people in concentrated doses. For this job, taking all costs into account, the railroad can give the most for the dollar.

Under a wholly new dispensation, based on a different public attitude, suburban rail movement, tied in with urban transportation plans, might expand, not contract. Perhaps it belongs also in cities not now enjoying suburban rail service, but growing big, like Houston and Atlanta.

Mr. Miller does not attempt a single answer here, but rather explores possible answers.

By **WILLIAM MILLER**, Consultant in Government

William Miller is a consultant in state and local government, with offices at Princeton, N. J. He is also professor of law at New York University School of Law, and a member of the bar of New Jersey and New York.

At present he is consultant to the Metropolitan Rapid Transit Commission of New York and New Jersey for legal, administrative and financial studies. Formerly director of research of the Princeton Surveys, Princeton University, Dr. Miller has also served as legislative consultant to the governor of New Jersey, 1947-1953, advisor

to the New Jersey Constitutional Convention of 1947, and as consultant to the New Jersey Commission on State Tax Policy.

A consultant to many states and municipalities on administrative organization and finance, he has drafted reports and legislation on the tax systems and state-local fiscal relations in Connecticut, Massachusetts, Michigan, New Jersey, New York and Utah.

He is an associate editor of the *New Jersey Law Journal*, and a regular contributor to other professional journals.

Plan

Relief to the railroad from fixed charges on investment and debt service, and partial relief from local property taxes.

City leases the railroad line and contracts with the railroad for the operation of rapid transit service on the leased line.

Public body takes over entire transit system.

Integration with existing railroad service—participation and cooperation of established trunk-line railroads.

Public assistance.

Pooling all public revenues from transportation services, including tolls and highway user tax revenues, to provide financial backing for rail rapid transit, as well as for other means of transportation.

Apportion annual deficits among suburban communities, according to the number of passengers at each station within the area served.

Suburban Service

Where Tried	Results	Comment
The Long Island	Apparently successful	The full application of such a plan could not, of course, be considered with reference to a solvent railroad. Moreover, conditions in the Long Island area are not likely to be duplicated in any other suburban service.
Staten Island Rapid Transit	Too early to judge performance—authorizing legislation passed in 1956. Lease is for term of 10 years.	The city pays in rent to the railroad an annual sum equal to all taxes, assessments, or other charges which it would normally collect from the railroad. The railroad contracts to furnish the desired transportation service, to provide all equipment and personnel, and to assume the cost of all expenses and charges occasioned by the rapid transit operation, for which it collects the revenues. The railroad, incidentally, reserves the valuable right to continue to operate freight cars over the leased line upon payment to the city of an annual rental of one dollar.
Boston Rapid Transit		Public was dissatisfied with transportation service and management was unable financially to improve it.
Cleveland Rapid Transit		
New York Rapid Transit		
Proposed new \$750 million suburban rapid transit system for San Francisco Bay area has engineering recommendations for using the Southern Pacific's right of way.	From the railroads' standpoint, any public offer to reduce the burden of suburban business on the major railroad system would appear to be welcome.	While no two situations are alike, in the North Jersey-New York metropolitan area, at least, it appears that the commuter service problem cannot be solved efficiently without the participation and cooperation of established trunk-line railroads. It is obvious that their capital investment in right-of-way, track and appurtenances, stations and yards, as well as much modern equipment, could not be replaced now at the same level of outlay. These facilities must provide the hard core of economic feasibility for future suburban railroad service of the area.
Toronto		In Toronto (except for tax exemption) and in Cleveland (where the system is not tax exempt, but is largely a bus operation), there is real hope for self-liquidating rapid transit systems. Until such time as there is more proof of this possibility, however, a major rail rapid transit system projected upon existing experience and operated at popularly acceptable rates of fare is likely to require financing based upon ability to pay its own operating expenses, but not to cover either amortization or interest on its debt.
So far, only a theory—advanced in recent reports for the San Francisco Bay area and Philadelphia-Camden area.	The theory is that rail and highway facilities complement each other; and that the relief of highway congestion provided by improved rail facilities justifies the use of highway users revenues and of bridge and tunnel tolls to finance rapid transit facilities. Before the theory can claim political feasibility, it must overcome the attitude of both "anti-diversionists" and "diversionists" with respect to highway user revenues.	At best, the prospects for the pooling idea will vary depending upon the region in which the question arises. At the moment, California is the main point of interest on this score; if the tax pooling idea wins in the San Francisco Bay area, it could mean much to public thinking elsewhere.
Boston metropolitan area	The formula has been a constant source of discontent as between the central city of Boston and the suburban communities.	The alternatives thus far explored in other metropolitan areas include state credit, municipal credit, earmarked taxes, special districts with special taxing power, as well as the pooled revenues idea.



Big squeeze in diner operation results from desire to provide top-quality service despite universal need to trim expenses. Will this conflict pace a trend to . . .

Less Frills,

A quiet new trend is cutting across some traditional thinking about railroad dining car service. Pushed by the higher prices of just about everything, and tied in with changing concepts of service, a move to simpler standards of food serving is gaining a bigger foothold.

An added motivation, of course, has been the introduction of the so-called lightweight trains which, in most cases, have no traditional diner operation at all. There's one coach train today with service at your seat; another features a standee buffet.

True, there's no stampede trend toward streamlined eating. A majority of roads not only provide top-quality dining car operations but promise to continue them as a matter of public and customer relations. And even on roads where new approaches are being tried there still are important trains which carry busy diners.

New Experiments

What is significant, however, is that even as passenger service itself is analyzed more carefully, gearing trains to specific markets, more roads are looking at their diner service to determine, train by train, what kind of food operation can be made to lose less. Such work already has paved the way to several interesting experiments.

In some ways the most venture-

some feeding ideas today are just a step beyond so-called grill or coffee-shop cars. For some years dining car men have used such cars to supplement conventional diner equipment and attract the price-conscious passenger. Grill cars have, in fact, handled the entire feeding job on a lot of trains in recent years. Vending machines have been tried, too, but haven't yet caught on in a big way.

New Ideas Cut Costs

Now there are new ideas around which promise to go further. New engineering concepts are being applied to galley space, for example. In the case of the New Haven, compact air-conditioned all-electric galleys are being used, in which smaller crews can prepare and serve more food with less work. This space engineering job, developed by Erlenmeyer Associates, has been a factor in the New Haven's increasingly more favorable revenue-to-expense ratio in recent years.

Another operation that fits into this picture of good but less-costly food service is the New York Central's "Mealpack." Now used on the Cleveland-Cincinnati "Xplorer," and on nine other NYC trains, Mealpack is said to reduce sharply the cost of preparing and serving hot meals—and it sells to the passenger for less than \$2.

This service, according to NYC

spokesmen, fits in particularly well with relatively short-haul coach trains. It meets a need under conditions where a regular diner could never be made to pay. So far, the service is said to be covering out-of-pocket costs, and experience as to passenger acceptance has been good.

Mealpack food is prepared in a central kitchen prior to train departure. Placed in a Pyrex dish preheated with 700-deg infrared rays, the food is sealed as in a vacuum bottle. Meals are then racked in stainless steel containers, eight to a unit, and placed aboard the train. The multi-dish container is plugged into a "booster" unit. At mealtime a waiter serves the hot food in the original Pyrex dish.

Hotel Feeds Riders

In the case of the "Xplorer" meals are prepared in a converted kitchen car stationed in Cincinnati (see picture). Aboard the train, meals on trays are served to passengers at their seats. A similar kitchen car at Buffalo prepares meals for use on trains into New York and on these trains the entire service is handled in tavern-lounge cars. In New York the meal preparation job is done in the Biltmore Hotel kitchen.

Other evidence of how food service today is being tailored to specific train need—and incidentally away from higher-priced service—is provided by



FILLING PLATES, crew in NYC kitchen car at Cincinnati wears asbestos gloves to handle hot dishes. These meals will be served later on Cleveland-bound "Xplorer."



PLEASED PASSENGER samples hot roast beef dinner put up hours earlier at Buffalo. Mealpacks are sold in tavern-lounge cars of nine NYC trains.

Simpler Service in the Diner?

the Union Pacific and Baltimore & Ohio. The UP's Los Angeles-Las Vegas "Aerotrain," having no conventional diner facilities, has gone the air lines one better. Free meals are provided on an all-you-want basis, buffet-style.

Changes Ahead?

The B&O's "Daylight Speedliner," Philadelphia-Pittsburgh, features the first galley-equipped RDC cars in this country. With seats for 24, and a crew of three, the B&O is turning in a good cost performance. The "Speedliner" replaced a conventional train last year, and since then the spread between diner revenues and expenses per train-mile has narrowed sharply—with the biggest contribution to the change coming from the curtailment of costs.

These new food service ideas, widely diverse and often experimental in nature, have come along fast in the past year. They vary from train to train. Out of this testing period, however, may eventually emerge a pattern with wide impact on present diner operations. The search for cost-cutting methods is sure to continue. So, too, is stepped-up merchandising because increased volume remains a most pressing need. Putting these two together—tempting new food ideas at less cost per meal—the package has appeal that no passenger-carrying road will long overlook.



COMPACT GALLEY on B&O's "Daylight Speedliner" helps three-man crew handle food service in the 24-seat diner section. Diner revenues on the "Speedliners" are holding up, expenses have dipped substantially.

A Lady Looks at the Diner

By ESTHER KIMMEL

Home Economist and Editorial Director, Forecast Magazine
Former Food Editor, Better Living Magazine

The spirit of modern cooking is informality. At home we have more buffet suppers, one-dish dinners, barbecues and outdoor eating. The seven-course formal dinner is pretty much a memory.

That may be a clue for railroads which seek to strengthen their food service and menus. How many people today expect to board a train for a banquet? Yet much of the food, and its service, appears designed along these lines. Is it tradition or do the passengers themselves keep the diner traveling with a possibly outdated bill-of-fare?

So far as trains are concerned, I'm a sentimentalist. I grew up in a small town in the Middle West; it was a division point of the railroad. Life revolved around the shops, round-house and station.

Food service on trains in those days seems simple in retrospect. Those who could, went to the diner; those who could not, carried shoe-box lunches and had picnics. The latter were fun but the former was far more impressive. Not many of these picnics go aboard these days, and the princely grandeur is sometimes tasteless. Years ago one wondered how railroads could prepare such sumptuous meals in such little space; today one wonders why they don't pick more menus and foods which can be handled there.

One trend in home cooking in these days of short help is streamlined menus. Even new plush restaurants are making history with a one-menu specialty such as roast beef, salad and dessert. The secret is superlative food—and plenty of it. It might pay to use this as a pattern for diner menu-planning instead of the old Waldorf-Astoria. Many dishes served on diners have "grand names" but turn out to be poor imitations. Too often, any kind of food standard seems to be lacking. Why, for instance, should a good green salad be so hard to procure in transit?

The huge meals offered often turn out to be inflexible. Maybe there are a few traveling on unlimited expense

accounts who want the works: appetizer, soup, a meat serving big enough for two, potatoes, two vegetables, a salad, pickles, celery, olives and radishes, and a bumper dessert. But there aren't many who travel to overeat. This includes most women, an increasing number of men, and families with small children.

After looking over the menu and rejecting the feast, if one does settle for a chicken sandwich, he is apt to encounter the uppity chill of the server. The meal is something to get through as quickly as possible.

I gave up any change of menu during the war. At a time when we were supposed to conserve, not waste, food, I tried unsuccessfully to convince a waiter that I could eat only one egg for breakfast. He claimed "eggs" come by twos, and they did!

This is not to contend that all train fare is bad. It isn't. Attempts are being made to improve food, shorten menus. Many innovations are being tried. However, while this is being done, I wish railroads would try to think as modern about food as they do about "electronic brains" and new signal systems. More than just change, maybe overhauling and streamlining is needed.

Along with food quality, another thing to watch is overcrowding. It is human nature to want to eat three times a day and at more or less the same time. Simpler service, like a real help-yourself buffet, may be the

How good is food quality, and service, on most diners today? Thinking that dining car officers might be interested in an "outside" view, we asked a noted food editor to "think out loud" about her reactions to diner service. Here are her views, offered not as criticism but merely as informed opinion on this aspect of passenger operations.

answer to that and several other problems. It may even cut across some of the kitchen tie-ups and allow passengers to eat hearty or light, as they choose. For meats—a hot roast, a casserole or stew-type dish, a broil or possibly one cold, sliced selection may be offered. A vegetable or two, potatoes, a salad bowl, and a couple of desserts complete the choices. A cafeteria-type check-out system with servers behind the buffet and tray carriers would complete the service. Smaller tables might be used. The net result should be fewer menu items, better prepared and cooked—quicker service with less personnel.

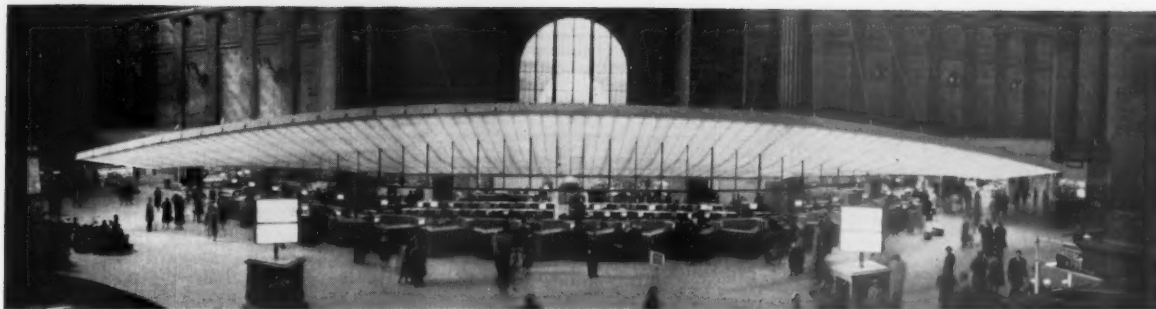
Many business people would prefer to be the "comfort and rest" kind when traveling. It might be to advantage to do more thinking about special service to keep us out of the way of the ones who do want to visit, celebrate, or sight-see.

For one thing, if railroads want to stick to hotel table-service, isn't it easier and quicker to pass out menus and order cards, number them and allow us to sit down with dinner on the table instead of taking up dining car space waiting to order and for the food to be cooked?

At breakfast time especially, I much prefer to leave the diner space to the conformists. However, I don't think anyone has yet designed the perfect carrier for a lap meal en route. The airlines haven't and I see no point in copying. Railroads need to do something about the "eat where you are" people that is distinctive and completely their own.

How nice it would be to have a container like the old fashioned "dinner bucket" delivered to my space along with my morning call. It could be of bright plastic or aluminum, and contain a "continental" type breakfast or even a healthy well-balanced one complete with cold or hot cereal. (No bacon and eggs, of course.)

Make it practical for food service yet keep it traditional. Such a contraption would be preferable for lunch, too, instead of a tray which is hard enough to balance on one's lap even in a stationary living room. These containers could go anywhere on a train, even into the sight-seeing domes.



TELEVISION brings reservation chart to the passenger at the ticket counter.

Backstage Act Speeds the Passenger

Here is a Railway Age exclusive report on what part communications plays in passenger sales and service. This report reveals that the communications departments are abreast of the latest developments and are ready for the resurgence of passenger traffic.

Communications plays an important and significant part in passenger service and relations with the public, but generally communications activities are in the background. The only evidence of it in the installation pictured above is the TV receivers on the ticket counters.

Basic Facilities

Practically every railroad has a telephone system and often a printing telegraph system connecting all on-line and off-line passenger offices for handling inquiries and passenger reservations. Some roads have reduced the delays in obtaining tickets and space reservations by installing long-distance dialing equipment. The Southern Pacific, for example, has an extensive intercity dialing network, which enables a ticket agent in an on-line office to call direct into one of six reservations bureaus. Thus many of the ticket offices become "one-stop" shopping centers for passengers. The SP has also evolved a system at principal ticket offices, such as San Francisco, where the customer uses a "booth phone" to talk directly with a reservation clerk. The Pennsylvania also has "house phones" in Pennsylvania Station, New York.

The Burlington's reservation system is centered at Chicago Union Station, where reservation wheels having pigeon holes for Pullman car dia-

grams for all main line trains are within easy reach of telephone sales clerks. Their phones are connected through a private branch exchange to long distance telephone lines throughout the Burlington system. The Milwaukee has a similar reservation system for serving its passengers.

At Pennsylvania Station in New York, the Pennsylvania has made extensive use of television for showing the customer and ticket clerks Pullman space available on trains up to two weeks in advance. This counter TV also enables the customer to see the "man in the back room" filling his reservation order. Facsimile is used for sending the space coupons to the ticket clerk at the counter. For telephone sales, TV is also used for viewing the space availability charts. Tickets ordered by telephone can be picked up at Penn Station or "facsimiled" to an outlying ticket office for pick up there, or direct to customers' offices having facsimile equipment. These customers can order tickets directly via facsimile.

Train Announcements

Now that the passenger has purchased his ticket and reservations, he comes to the station to take the train. Pleasant and intelligible train announcements inform him of his train's loading and departure. A recent innovation is the recorded train an-

nouncement, as at St. Paul Union Depot. At El Paso Union Station, announcements are in English and Spanish.

On the train, many railroads keep the passenger entertained with recorded music and broadcast radio. The Santa Fe provides radio, popular music or semi-classical music and public address over its train entertainment systems which are in lounge cars, diners, coaches and in room accommodations on its name trains. Thus the passenger can select his own type of entertainment. The Burlington also "pipes" recorded music into the rooms of the "California Zephyr," as does the Milwaukee on the "Olympian Hiawatha."

On the Train

In these and other trains, the PA system is also used for station announcements, pointing out scenic points of interest, weather reports, etc. In addition to these features, the "North Coast Limited" on the Northern Pacific has an intra-train dial telephone system.

Burlington's "Texas Zephyr" is equipped with wired telephones which permit calls to be made from the forward coach lounge or the rear observation lounge for dinner reservations or other special services.

The part communications plays in passenger service is "ample proof that we have not lost sight of the fact that we must turn every possible wheel in order to win and hold passenger patrons," so states D. C. Hill, superintendent of communications, Northern Pacific.



This train, the North Western wants to save—to improve, in fact. As do certain trains on many roads, it has a definite place in today's passenger picture. But...

Public Relations Angle Helps

Gradually, the nation's railroads are licking the problem of the "Chamber of Commerce" train—the passenger run which exists largely because of local pride, a handful of occasional but influential customers, or a state commission which hasn't altogether conceded the existence of other forms of transportation.

But the slow rate of progress still worries many railroaders. For the fact is that, though in many instances the leaks through which railroad profits drain away may have been partially plugged up, profits are still draining away in dangerous amounts because of unpatronized trains.

What can be done? For one thing, the idea of taking the problem to the public as well as to the proper regulatory body appears to be gaining more favor than it's had at times in the past. What practitioners would call the "public-relations approach" is making headway in several quarters.

Currently, for instance:

- The Chicago & North Western is studying the decision of the Public Service Commission of Wisconsin, May 10—about 95% favorable—on its plan for comprehensive revision of passenger-train service. Involved is the elimination of 14 trains, other modifications of service, an estimated

saving of more than \$2 million annually, and the possible acquisition of two new streamliners. In plugging for the changes, the C&NW told its story to the citizens of Wisconsin at least as well as it did to the Wisconsin commission.

- The Rock Island is waiting to see the effect on public—and regulatory—sentiment of the display of an air-conditioned bus with which it hopes to replace a deficit-ridden local train. The folder describing the proposed new service spoke principally

Because so many organizations and individuals have stated the service is necessary...

S. P. WITHDRAWS APPLICATION TO DISCONTINUE OVERNIGHT TRAIN between SACRAMENTO and LOS ANGELES

**Railroad will give individuals and communities
another chance to prove by patronage that train is really needed.**

Last August we asked the California Public Utilities Commission for permission to discontinue the West Coast overnight streamlined train between Sacramento and Los Angeles via the San Joaquin Valley.

We have notified the Commission that we are withdrawing our application and will continue operation of the train.

Why did we want to discontinue this train and why are we now going ahead with our original plan?

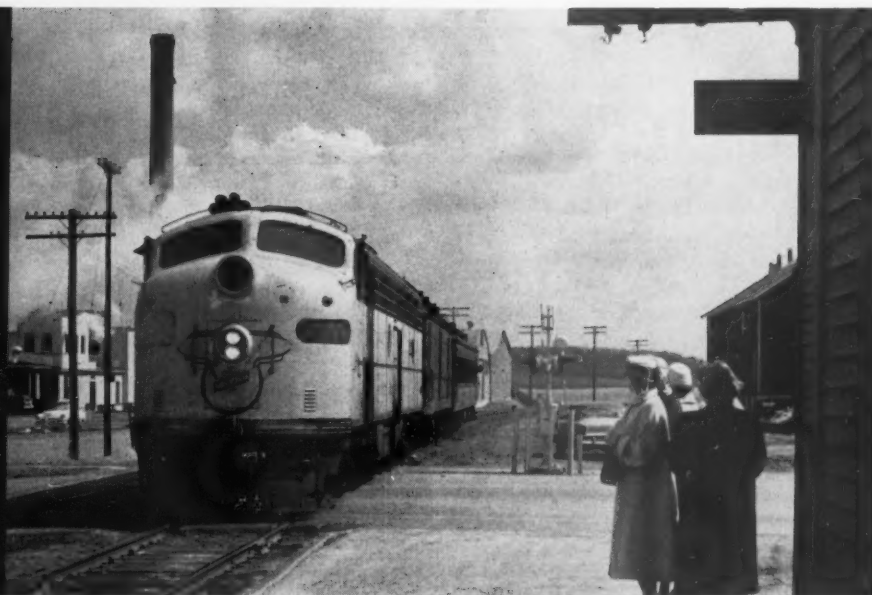
In the evening and arriving early the next morning. If enough people will use the train to change the red ink figures, no one will be happier than we will be. For we are in the business of running trains and we want to run trains.

We want to run trains that the public will use and will support. We don't want to run trains the public doesn't use.

Our app... of such... from our... service...

IT'S UP TO YOU to keep the "West Coast" running, Southern Pacific told its customers in this ad. So far, although the road has no plans to try again to remove the train, passengers haven't responded to the challenge.

This train must go. Expensive to operate, impossible to sell on its Milwaukee-Madison schedule, it saps the strength of passenger service by draining away profits of better runs.



'Sell' Train-Off Cases

of the advantages the bus would have over the train; it barely mentioned the money the train costs the railroad.

• The Southern Pacific's Sacramento-Los Angeles "West Coast" is in an indefinite trial period, application for its discontinuance having been withdrawn, in a move to see if Californians really need the train as they say they do. Withdrawal of the application was accompanied by an advertising explanation. Result: favorable press comment but no great increase in patronage to date.

"Shoot the Works" Approach

The North Western's Wisconsin case is perhaps the outstanding example today of a novel approach to the problem of unpatronized trains. Prompted by the size of its Wisconsin passenger deficit (more than \$7 million yearly) and the fact that its situation in that state was a singularly bad one, the North Western went to the Public Service Commission last October with a proposal to revise its service all at once, not just a train at a time.

In its petition and 53 supporting exhibits, the C&NW stressed the growth and availability of alternate forms of transportation as strongly as it did the money its locals were

consuming. Detailed maps and traffic-flow charts showed the extent to which the road's passenger routes are paralleled by air lanes, bus lines and highways.

Accompanying this, of course, was a small mountain of data on the economics of granting the road's proposal. A quarter of the North Western's mileage is in Wisconsin, and its service there accounts for roughly a third of its total gross revenue, freight train-miles and passenger train-miles. The C&NW declared that for every dollar of net railway operating income it derived from freight operations in Wisconsin, it lost \$1.04 running passenger trains.

The North Western currently operates about 60 passenger trains in Wisconsin. The commission has given the road permission to eliminate seven pairs of them. Largely denied was the permission sought to reduce service to some resort areas, much of which is seasonal. With few exceptions, the trains involved perform mainly "head-end" service.

Newspapers Got Petition, Too

The order allows the road to eliminate the last service on only one line now having regular passenger service, that is, the segment of the railroad be-

tween Milwaukee and Madison, 82 miles.

The day the North Western filed its petition with the commission, it also sent copies of the petition and a lengthy news release to newspapers in the state, both those on the C&NW and those off-line. During subsequent hearings in several cities, the road's top officers themselves appeared in support of their proposal. In short, the C&NW took its case to the people as well as to the commission.

The procedure succeeded. The attitude of the state as reflected in newspaper editorials was wholeheartedly in favor of letting the North Western do what it considers best. A tabulation of editorial comment shows up almost entirely in favor of the proposal as the North Western made it, even in communities which stand to lose four trains a day.

The North Western is on record with this: "If petitioner is authorized to carry out its revision of passenger service . . . petitioner intends to purchase two streamlined passenger trains of the most modern design and place them in operation in Wisconsin."

Just what that means the road isn't saying, at least until the commission's decision is analyzed. But some sources indicate that the C&NW might acquire either a pair of "super-light-

weights" for fast turnaround service between Chicago and Green Bay, or two sets of more conventional equipment to replace its present "Twin Cities 400."

The Rock Island twice has been denied permission by the Kansas Corporation Commission to discontinue its Topeka-Goodland local. One decision was upheld in the courts. Early in April, though, the road filed a new petition with a proposal to replace the train with a modern bus.

And before the petition was filed, Rock Island officers took the bus on a barnstorming tour up and down the line between Topeka and Goodland. They displayed its features, discussed the proposed schedule, and explained why the change from train to bus was necessary.

Faced with an annual out-of-pocket loss of more than \$850,000 from the operation of its "West Coast,"

the Southern Pacific petitioned last August to discontinue the train. Individuals and communities raised the usual objections that they couldn't get along without the service.

A Wide-Open Opportunity

So the SP is giving them a chance to demonstrate their need. The "West Coast" petition was withdrawn last January, and in advertising and press statements the SP told its customers that "if enough people will use the train to change the red ink figures, no one will be happier than we will be."

The SP has put no time limit on its experiment and has no current plans for reinstating its petition. Meantime, it's doing what it can to stimulate interest in the "West Coast" and fill its empty accommodations. The effort, though, apparently isn't meeting with much success. Communities which

protested the train's discontinuance haven't responded in any appreciable measure to save it.

The "West Coast" case has had one tangible benefit, though, the SP feels. Some California editors, the road believes, now better understand and appreciate the SP's problems with deficit passenger operations—operations which cost the road \$25 million out-of-pocket a year.

The Stockton Record put it this way: "We consider Southern Pacific's withdrawal of its application a good gesture of its own willingness to keep its bargain with the public and to give the fullest service possible. It has now placed the matter squarely in the laps of the traveling public . . . If within the course of a trial period the train continues to lack passengers, we believe Southern Pacific would be fully justified to petition again for discontinuance of the service."

Railroading



After Hours with *Jim Lyne*

APOLOGIES FOR CROWDING—Being ready with an explanation and apology for foreseeable crowding of trains—this was a suggestion made here a few weeks ago. Specifically, what I had in mind was the occasions when trains are jammed because planes aren't flying. A little leaflet to tell what's happened, and bespeaking the deserved forbearance of both regular and casual customers, might serve to moderate some of the inevitable complaints.

Advertising Director Cliff Ramsdell of the NYC has sent me a little leaflet, entitled "Happy to Have You Aboard," which the Central has passed out with ticket sales during the past two Christmas holiday seasons—which gives precisely this kind of information on reasons for crowding at Christmas.

I'd suppose something similar might be equally appropriate to have on hand for occasions when planes are grounded. Because I've been on such trains and heard the kicks—and I've also witnessed how quickly they subsided when a few words of reasonable explanation are offered.

OVERSEAS VISITORS—I had a pleasant visit the other day with a couple of executives of the British Railways—James Ness, general manager, Scottish Region, and J. R. Hammond, assistant to general manager, Western Region. They're over here, with a number of their fellow-officers, looking into recent outstanding installations in the U.S.—station improvements, CTC, yards, shops, equipment. British railway people are anticipating an interesting epoch in railway development in their country—following recent government approval of a long-range (15-year) capital improvement program. There'll probably be a lot of electrification.

Also arousing the expectant interest of British railwaymen is their new "charges scheme," which the railways will put into effect in July. Under this program, about the only rate regulation to which the railways will be subjected will be a schedule of relatively high maximum rates. Below this ample ceiling, the railways will be permitted to quote any rates they please—and need not make them public. The railways, in short, are going to have practically the same freedom in rate-making as a trucker of "exempt" commodities now enjoys in the U.S.

EMPLOYEE SALES ZEAL—I have a long and thoughtful letter from Howard Waddell, ACL trainman-conductor at Florence, S.C.—which reflects the constructive attitude that thousands of railroad employees have toward their jobs. The letter starts off with a quotation from a bulletin on courtesy, written by ACL President Champ Davis—which Mr. Waddell believes "is one of the best expressions I've ever read, or even heard of."

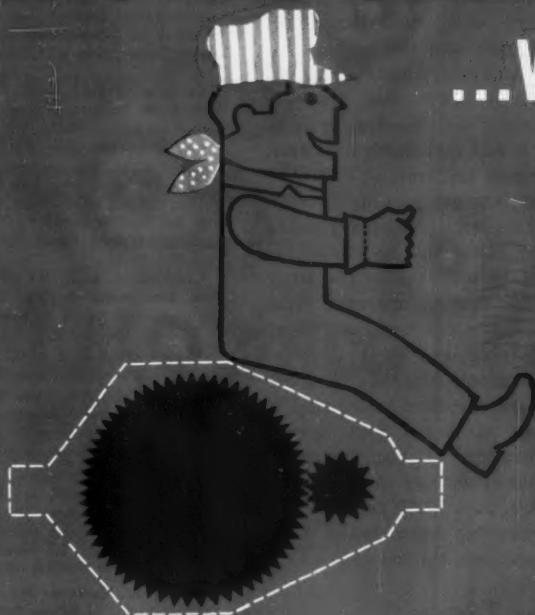
He then goes on to offer a large number of specific suggestions for making friends and customers for the railroads. Among his ideas are—some little gift, with a sales slogan, for the children; a wider distribution of AAR educational literature; questionnaires seeking comments on quality of service from all passengers; an extension of "family travel" rates on off days.

He concludes with the suggestion that meetings of employees handling passengers should be held frequently, where ideas for better service could be interchanged; with a pat on the back for those who deserve it.

When the potential selling power of a million employees is really plugged in, the railroads will have something.

NEW ESSO ARAPEN GEAR LUBRICANT GIVES TRACTION MOTOR GEARS DEPENDABLE LUBRICATION FOR OVER SIX MONTHS

...WITHOUT
GREASE
ADDITION!



Arapen Gear Lubricant—an important new traction motor gear lubricant developed by Esso Research—is now available to *you*. But before going on the market, this remarkable new product was thoroughly tested in the lab and *on the road*.

On the New York Central... Arapen Gear Lubricant was tested for 18 months in regular diesel freight service. The test proved the feasibility of six months' operation without additional lubrication.



Performance Advantages of ARAPEN GEAR LUBRICANT:

ANTI-LEAKAGE CHARACTERISTICS: maintains consistency through full range of operating temperatures, resulting in a minimum of drippage on ties, pits and station platforms.

EXCELLENT OXIDATION STABILITY: permits extended operation without hardening.

EXCELLENT STRUCTURE STABILITY: minimizes failures due to dry gears because of excessive gear case leakage.

EXCELLENT WEAR CHARACTERISTICS: provides proper lubrication throughout life of gears.

For complete information and technical assistance in the use of new Esso Arapen Gear Lubricant, call your local Esso office or write: Esso Standard Oil Co., Railroad Sales Div., 15 W. 51st Street, New York 19, N. Y.



RAILROAD
PRODUCTS

Anderson

(Continued from page 53)

the operating department as well as the passenger department—more than pays for itself.

An internal sales promotion campaign of the type we had last year—and have under way again this year—is not expensive. Our expenses last year did not exceed \$10,000, most of which went for printing and the door prizes which were awarded at sales meeting. Our increase in passenger revenue was more than \$2.8 million—an increase of 6.8% over 1955 in the face of what some of our neighbors found to be a declining market. True, not all of this increase can be credited to the sales contest, but I'm sure a worthwhile part of it can.

There's nothing unique about what we're doing. Any passenger department can do it, even if the service it sells is modest. Indeed, selling should be the first duty of the passenger department. Good selling techniques should be a matter of course.

Santa Fe's 1957 passenger sales goal is an increase of 15% in passenger revenues over 1956. We should go over the top easily with the help of a system-wide staff of salesmen who realize what selling really means.

Green:

(Continued from page 53)

doors because some departments may be unprofitable, we believe that the railroads will not want to back away from the "passenger business" simply because some specific services are not presently profitable.

With admitted—and healthy—self-interest, the RPI will find out which passenger services are growing, which are declining. Then, and only then, can the railroads and their suppliers do together what must be done to eliminate the losses and strengthen the gains.

New Trains

(Continued from page 56)

inauguration last fall, the B&O's self-propelled Philadelphia-Pittsburgh train has consistently shown an excess of revenue over out-of-pocket expenses. Passengers are traveling longer distances on the new train than they were on the former conventional equipment. Expenses, including those of the dining section, are running

some 47% per train-mile less than they were with the former train.

The B&O considers the RDC train its answer to the so-called light-weights. It's more flexible because extra equipment can be cut in or out if need be—and the B&O operates other RDC's at both ends of the "Speedliner's" run. The dining section, first on an RDC, has been a bonus, the B&O thinks. Diner revenues on the train have held almost level, while costs, on a per-train-mile basis, have shrunk by 34%.

Last but—not the Burlington thinks, anyway—far from least is the "Slumbercoach," the Budd-built coach-rate sleeper which accommodates 40 persons.

Burlington thinking is that the "Slumbercoach" has been a big factor in the immediate success of its "Denver Zephyr," along with the train's overall newness and the addition of the Colorado Springs destination. No matter which way you look at "Slumbercoach"—trafficwise or revenue-wise, it was well worth the effort, the Burlington declares.

Average revenue passenger occupancy per car-trip has been running from 27 to 31, against an availability for sale of 36 units out of the 40 in the one car that is operated every day. (The Burlington has four "Slumbercoaches" but uses the second car on each train only when it's needed—an operation that was anticipated in the original planning.) And, according to what the "Q" can determine, the average passenger who buys a coach ticket, pays \$7.50 and then gets a private sleeping room almost thinks he's put one over on the railroad.

Supply Trade

The Moore & Steel Corporation has announced appointment of Southeastern Railway Supply, Inc., in the persons of W. Conroy Wilson and J. B. Akers, at 2304 Wilson blvd., Arlington 1, Va., as its railroad representatives in the southeastern area.

The Buffalo, N.Y., industrial and steel sales office of Timken Roller Bearing Company has been moved from 374 Delaware avenue to 2960 Main street.

J. I. Oglesby has been appointed manager, and W. H. Chrisp, operating manager, of the Little Rock, Ark., branch of Graybar Electric Company. J. H. Bailor has been named manager at Eugene, Ore., succeeding H. O. Colburn, transferred to Spokane in the same capacity.

A. E. Abel, assistant general manager of the Radio Division of Bendix Aviation Corporation, has been named general manager of the division.



W. K. Farmer



E. T. Gruendike

W. K. Farmer, formerly chief mechanical engineer of the Chicago & North Western, has been appointed mechanical engineer of Enterprise Railway Equipment Company, at Chicago.

Earl T. Gruendike, works manager of General Railway Signal Company, has been appointed vice-president in charge of manufacturing.

L. J. Heilman has been appointed manager, railroad and mobile equipment, of the recently formed Industrial Products Division of International Telephone & Telegraph Corporation, at Clifton, N.J.

Octagon Process, Inc., has appointed Metalclean Equipment Company, Bala-Cynwyd, Pa., as distributor in eastern Pennsylvania, Delaware and Maryland.

Alco Products, Inc., has moved its Pittsburgh district office from the Frick Building to the suburbs, at Greentree and Cochrane roads, Scott Township.

Coinciding with its 75th anniversary, Wm. Bros Boiler & Mfg. Co. has changed the company name to Bros Incorporated.

R. A. Mitchell and C. H. Lang have been appointed representatives for the central district of the Air Brake Division, Westinghouse Air Brake Company, at Wilmerding, Pa. They were formerly district engineer and service engineer, respectively.

Thomas W. Russell, Jr., has been elected vice-president of American Brake Shoe Company. He has been succeeded as general purchasing agent by Frank B. Newbert.

James A. Mustard, Jr., Washington district manager of Edison Storage Battery Division, Thomas A. Edison Industries, has been appointed to the newly created post of regional sales manager for the Chicago and St. Louis districts, at Chicago. He has been succeeded in Washington by Charles A. Taylor, former manager of the Pittsburgh district office, who in turn has been succeeded by William F. Hunt, sales engineer.

Don S. Permar, field sales manager for Le Roi Division, Westinghouse Air Brake Company, has been named to the newly created position of assistant general sales manager, at Milwaukee.

I. W. Borda, vice-president and manager of Pacific coast sales of Okonite Company, has been named vice-president and general sales manager, effective about July 1.

The name of Union Carbide & Carbon Corporation has been shortened to Union Carbide Corporation, and Linde Air Products Company, one of its divisions, hereafter will be known as Linde Company.

The Santa Fe Chiefs



Super Chief

Only all-private-room train between Chicago and Los Angeles, with through-car service between Los Angeles, New York and Washington D.C. Extra fare and worth it.

San Francisco Chief

The newest Chief in the fleet. Daily Pullman and chair-car service between Chicago, Texas points and San Francisco.

Kansas City Chief

Daily overnight Pullman and chair-car service between Chicago and Kansas City.

The Chief

Famous streamliner with big dome lounge car, Pullmans, and chair cars daily between Chicago and Los Angeles.

Texas Chief

Pullman and chair-car service daily between Chicago, Dallas, Fort Worth, Galveston and other Texas cities.

New HI-LEVEL El Capitan

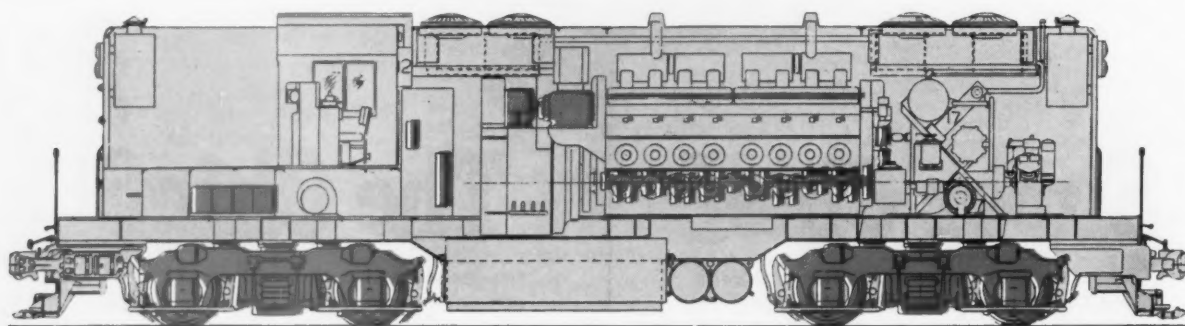
A new kind of train providing luxury all-chair-car service daily between Chicago and Los Angeles. Higher, quieter, smoother.

Always on the move toward a better way

R. T. Anderson, General Passenger Traffic Manager, Santa Fe System Lines, Chicago, Illinois

Through Electro-Motive manufacturing A VETERAN FT IS CONVERTED

How it is done:



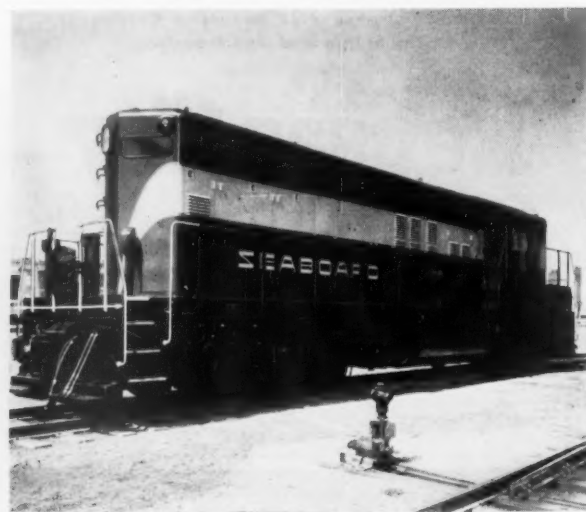
Indicated in red on this drawing of a GP9 are the parts that are used from the old FT. Only these parts are used. Through Electro-Motive factory facilities they are carefully inspected, remanufactured, modernized and assembled into a new locomotive.

This locomotive is manufactured as new, on our regular production line. The same processes and

inspection techniques used in new production are used to change the old FT to a GP9. These closely controlled factory methods are your assurance of highest quality—the reason the locomotive you get back carries the same warranty and performance standards as our regular production units.



Here is how one railroad's FT locomotive looked as it arrived at our La Grange plant for converting to a GP9. This same railroad has since launched a regular program to convert all their remaining FT's.



And this is the result. This GP9 has the work capacity, economy and low maintenance features of a brand-new locomotive. In addition, the GP9 has far more flexibility and utility than the old FT.

facilities — TO A MODERN GP9

The results:

Greater return on investment—as high as 30%

For the total cost of converting an FT to a GP9, the return on investment will run a minimum of 12½ per cent. Taking the additional cost alone of converting an FT to a GP9 as compared with merely rebuilding the FT in kind, the return on investment can be as high as 30 per cent for these two reasons:

All the improvements in design and materials since the FT was built have been incorporated into the new GP9. In every important respect it is new—new power, increased performance, greater operating economy, and lower maintenance costs. Results show three GP9's will cost, on the average, thirty-five per cent less per locomotive mile to maintain than four FT's.

2. More work capacity and earning power — 3 do the work of 4

Tonnage Comparison

MPH	4FT's	3GP9's
40	5,970	6,120
50	3,820	3,900
60	2,540	2,560

With horsepower increased from 1350 to 1750 due to the new "C" type engine and numerous other improvements—three of the converted units are capable of the same work as four FT's. Chart at the left shows the tonnage comparisons in miles per hour.

PLANNING MATCHES MOTIVE POWER TO NEEDS

Many railroads are taking advantage of Electro-Motive's conversion facilities to meet increasing tonnage requirements at low cost and to supplement orders of new units. By scheduling in advance of need, the conversion of older locomotives to new, these roads are able to meet increasing power requirements as they occur, not months or years later.

For complete information on Electro-Motive's pro-

gram for making new locomotives from old (there are almost as many conversions as basic units), call your Electro-Motive representative. He will be glad to give you a detailed account of the costs involved for your particular units, and also show you the profit advantages in advance planning.

Be sure to see the Electro-Motive conversion presentation when it comes to your railroad.

ELECTRO-MOTIVE DIVISION • GENERAL MOTORS



LA GRANGE, ILLINOIS • Home of the Diesel Locomotive
In Canada: General Motors Diesel Ltd., London, Ontario

REVENUES AND EXPENSES OF RAILWAYS

(Dollar figures are stated in thousands; i.e., with last three digits omitted)
MONTH OF MARCH AND THREE MONTHS OF CALENDAR YEAR 1957

Average mileage operated during period	Name of Road	Operating Revenues (in mils.)			Total			Operating Expenses			Total			Operating Ratio 1957			Net Railway			Net Railway		
		Freight	Pass.	Other	1957	1956	1955	1957	1956	1955	1957	1956	1955	1957	1956	1955	1957	1956	1955	1957	1956	1955
171	Akron, Canton & Youngstown Mar.	8573	1854	324	10751	9575	875	314	569	314	10751	9575	875	65.5	70.1	68.4	914	905	857	1957	1956	1955
171	Akron, Canton & Youngstown Mar.	8573	1854	324	10751	9575	875	314	569	314	10751	9575	875	65.5	70.1	68.4	914	905	857	1957	1956	1955
13,172	Atchafalaya, Topeka & Santa Fe Mar.	42,579	49,617	45,233	137,429	126,854	110,836	2,198	2,198	1,343	137,429	126,854	110,836	78.0	74.5	74.5	10,934	5,548	5,789	1957	1956	1955
13,172	Atchafalaya, Topeka & Santa Fe Mar.	42,579	49,617	45,233	137,429	126,854	110,836	2,198	2,198	1,343	137,429	126,854	110,836	78.0	74.5	74.5	10,934	5,548	5,789	1957	1956	1955
31	Atlanta & St. Andrews Bay 3 mos.	1,368	9,013	144,620	155,001	19,231	19,785	2,065	3,388	26,595	155,001	19,231	19,785	76.1	76.1	76.1	33,440	17,993	13,632	1957	1956	1955
31	Atlanta & St. Andrews Bay 3 mos.	1,368	9,013	144,620	155,001	19,231	19,785	2,065	3,388	26,595	155,001	19,231	19,785	76.1	76.1	76.1	33,440	17,993	13,632	1957	1956	1955
93	Atlanta & West Point 3 mos.	235	33	332	600	330	345	54	7	60	600	330	345	88.4	93.9	93.9	38	70	26	1957	1956	1955
93	Atlanta & West Point 3 mos.	235	33	332	600	330	345	54	7	60	600	330	345	88.4	93.9	93.9	38	70	26	1957	1956	1955
133	Western of Alabama 3 mos.	278	31	354	663	1,020	1,020	150	20	187	663	1,020	1,020	90.6	89.7	89.7	91	69	5	1957	1956	1955
133	Western of Alabama 3 mos.	278	31	354	663	1,020	1,020	150	20	187	663	1,020	1,020	90.6	89.7	89.7	91	69	5	1957	1956	1955
5,292	Atlantic Coast Line 3 mos.	35,121	2,508	44,512	82,131	74,199	68,118	2,619	2,619	4,013	82,131	74,199	68,118	87.4	87.4	87.4	3,986	2,106	1,176	1957	1956	1955
5,292	Atlantic Coast Line 3 mos.	35,121	2,508	44,512	82,131	74,199	68,118	2,619	2,619	4,013	82,131	74,199	68,118	87.4	87.4	87.4	3,986	2,106	1,176	1957	1956	1955
343	Charleston & West. Carolina Mar.	616	1,836	2,160	4,612	4,612	4,612	151	17	96	4,612	4,612	4,612	88.4	88.4	88.4	132	294	38	1957	1956	1955
343	Charleston & West. Carolina Mar.	616	1,836	2,160	4,612	4,612	4,612	151	17	96	4,612	4,612	4,612	88.4	88.4	88.4	132	294	38	1957	1956	1955
6,066	Baltimore & Ohio 3 mos.	37,102	1,320	40,826	78,748	78,748	78,748	4,182	387	8,856	78,748	78,748	78,748	88.4	88.4	88.4	1,452	252	67.2	1957	1956	1955
6,066	Baltimore & Ohio 3 mos.	37,102	1,320	40,826	78,748	78,748	78,748	4,182	387	8,856	78,748	78,748	78,748	88.4	88.4	88.4	1,452	252	67.2	1957	1956	1955
29	Staten Island Rapid Transit 3 mos.	583	188	785	1,556	1,556	1,556	167	34	5	1,556	1,556	1,556	106.9	106.9	106.9	787	583	29	1957	1956	1955
29	Staten Island Rapid Transit 3 mos.	583	188	785	1,556	1,556	1,556	167	34	5	1,556	1,556	1,556	106.9	106.9	106.9	787	583	29	1957	1956	1955
602	Bangor & Aroostook 3 mos.	1,947	26	1,914	2,009	2,009	2,009	17	282	281	2,009	2,009	2,009	64.3	64.3	64.3	1,390	62.0	64.3	1957	1956	1955
602	Bangor & Aroostook 3 mos.	1,947	26	1,914	2,009	2,009	2,009	17	282	281	2,009	2,009	2,009	64.3	64.3	64.3	1,390	62.0	64.3	1957	1956	1955
284	Carolina & Northwestern Mar.	2,509	148	2,722	3,381	3,381	3,381	59	318	318	3,381	3,381	3,381	67.3	67.3	67.3	1,819	67.9	87.8	1957	1956	1955
284	Carolina & Northwestern Mar.	2,509	148	2,722	3,381	3,381	3,381	59	318	318	3,381	3,381	3,381	67.3	67.3	67.3	1,819	67.9	87.8	1957	1956	1955
1,764	Central of Georgia 3 mos.	9,857	523	11,024	13,404	13,404	13,404	1,677	151	1,952	13,404	13,404	13,404	83.5	83.5	83.5	8,766	83.5	78.1	1957	1956	1955
1,764	Central of Georgia 3 mos.	9,857	523	11,024	13,404	13,404	13,404	1,677	151	1,952	13,404	13,404	13,404	83.5	83.5	83.5	8,766	83.5	78.1	1957	1956	1955
612	Central of New Jersey Mar.	4,168	505	5,027	5,219	5,219	5,219	440	698	93	5,219	5,219	5,219	79.1	79.1	79.1	4,128	77.9	79.1	1957	1956	1955
612	Central of New Jersey Mar.	4,168	505	5,027	5,219	5,219	5,219	440	698	93	5,219	5,219	5,219	79.1	79.1	79.1	4,128	77.9	79.1	1957	1956	1955
383	Central Vermont 3 mos.	2,856	50	2,988	3,416	3,416	3,416	146	100	302	3,416	3,416	3,416	75.2	75.2	75.2	2,147	149	149	1957	1956	1955
383	Central Vermont 3 mos.	2,856	50	2,988	3,416	3,416	3,416	146	100	302	3,416	3,416	3,416	75.2	75.2	75.2	2,147	149	149	1957	1956	1955
5,132	Chesapeake & Ohio 3 mos.	35,322	483	37,585	44,110	44,110	44,110	5,132	783	1,282	44,110	44,110	44,110	67.4	67.4	67.4	23,474	67.4	67.4	1957	1956	1955
5,132	Chesapeake & Ohio 3 mos.	35,322	483	37,585	44,110	44,110	44,110	5,132	783	1,282	44,110	44,110	44,110	67.4	67.4	67.4	23,474	67.4	67.4	1957	1956	1955
862	Chicago & Eastern Illinois Mar.	3,977	1,862	3,530	3,245	3,245	3,245	28	334	488	3,245	3,245	3,245	73.5	73.5	73.5	2,384	72.8	73.5	1957	1956	1955
862	Chicago & Eastern Illinois Mar.	3,977	1,862	3,530	3,245	3,245	3,245	28	334	488	3,245	3,245	3,245	73.5	73.5	73.5	2,384	72.8	73.5	1957	1956	1955
9,316	Chicago & Illinois Midland Mar.	1,225	1,225	2,097	2,097	2,097	2,097	184	124	18	2,097	2,097	2,097	51.9	51.9	51.9	1,086	54.6	51.9	1957	1956	1955
9,316	Chicago & Illinois Midland Mar.	1,225	1,225	2,097	2,097	2,097	2,097	184	124	18	2,097	2,097	2,097	51.9	51.9	51.9	1,086	54.6	51.9	1957	1956	1955
9,327	Chicago & North Western Mar.	15,570	1,361	18,799	18,496	18,496	18,496	4,577	7,853	8,556	18,496	18,496	18,496	96.4	96.4	96.4	17,532	83.5	96.4	1957	1956	1955
9,327	Chicago & North Western Mar.	15,570	1,361	18,799	18,496	18,496	18,496	4,577	7,853	8,556	18,496	18,496	18,496	96.4	96.4	96.4	17,532	83.5	96.4	1957	1956	1955
8,799	Chicago, Burlington & Quincy Mar.	17,542	1,430	21,002	21,688	21,688	21,688	2,314	376	3,784	21,688	21,688	21,688	76.1	76.1	76.1	15,807	76.1	76.1	1957	1956	1955
8,799	Chicago, Burlington & Quincy Mar.	17,542	1,430	21,002	21,688	21,688	21,688	2,314	376	3,784	21,688	21,688	21,688	76.1	76.1	76.1	15,807	76.1	76.1	1957	1956	1955
1,070	Chicago Great Western Mar.	8,420	33	9,195	8,976	8,976	8,976	1,311	1,311	376	8,976	8,976	8,976	67.7	67.7	67.7	5,888	67.7	67.7	1957	1956	1955
1,070	Chicago Great Western Mar.	8,420	33	9,195	8,976	8,976	8,976	1,311	1,311	376	8,976	8,976	8,976	67.7	67.7	67.7	5,888	67.7	67.7	1957	1956	1955
10,629	Chic., Milw., St. Paul & Pac. Mar.	17,665	1,019	20,661	20,737	20,737	20,737	4,285	4,049	4,121	20,737	20,737	20,737	84.1	84.1	84.1	17,450	82.9	84.1	1957	1956	1955
10,629	Chic., Milw., St. Paul & Pac. Mar.	17,665	1,019	20,661	20,737	20,737	20,737	4,285	4,049	4,121	20,737	20,737	20,737	84.1	84.1	84.1	17,450	82.9	84.1	1957	1956	1955
7,597	Chicago, Rock Is. & Pacific Mar.	14,585	1,248	17,284	16,825	16,825	16,825	2,444	2,015	2,337	16,825	16,825	16,825	77.3	77.3	77.3	13,365	77.3	77.3	1957	1956	1955
7,597	Chicago, Rock Is. & Pacific Mar.	14,585	1,248	17,284	16,825	16,825	16,825	2,444	2,015	2,337	16,825	16,825	16,825	77.3	77.3	77.3	13,365	77.3	77.3	1957	1956	1955
7,597	Chicago, Rock Is. & Pacific Mar.	14,585	1,248	17,284	16,825	16,825	16,825	2,444	2,015	2,337	16,825	16,825	16,825	77.3	77.3	77.3	13,365	77.3	77.3	1957	1956	1955
7,597	Chicago, Rock Is. & Pacific Mar.	14,585	1,248	17,284	16,825	16,825	16,825	2,444	2,015	2,337	16,825	16,825	16,825	77.3	77.3	77.3	13,365	77.3	77.3	1957	1956	1955
7,597	Chicago, Rock Is. & Pacific Mar.	14,585																				



Sample Selective Dinners

ROAST LOIN OF PORK, APPLE SAUCE

Served with Green String Beans
Cream Whipped Potatoes
Rice and Raisin Pudding with
Lemon Sauce, Beverage 2.25

FRIED EASTERN SCALLOPS, TARTAR SAUCE

Served with Stuffed Celery
Onion Soup, Croutons or Fruit Cup Grenadine
Green String Beans
French Fried Potatoes
Choice of Salads, Desserts, Beverages . . 2.85

ROAST YOUNG TURKEY, AMERICAN DRESSING, CRANBERRY SAUCE

Served with Stuffed Celery
Julienne Vegetable Soup, or Fruit Cup Grenadine
Cream Whipped Potatoes,
Baked Hubbard Squash
Choice of Salads, Desserts, Beverages . . 2.85

SPECIAL DINNER 3.75

BROILED HIAWATHA SIRLOIN STEAK OR BROILED THICK LAMB CHOPS, MINT JELLY

Served with Onion Soup • Crouton
Baked Potato En Foil
Choice of Salads, Desserts, Beverages

M. P. AYERS, Superintendent
Dining Cars, Chicago 12, Ill.

At the top in Western service

Modern as the newest hotels and office buildings, Milwaukee Road trains offer such distinctive features as Dome Diners, Super Domes and Skytop Lounges; such economies as Touralux sleepers; such passenger-pleasing menus as shown in the panel. Every train is custom-designed for its run.

Two Super Dome HIAWATHAS are operated over Milwaukee Road rails between Chicago-St. Paul-Minneapolis and one between Chicago-Seattle-Tacoma. The streamlined Pioneer Limited provides overnight service between Chicago-Twin Cities.

Operating over Milwaukee Road rails between Chicago and Omaha is the Western "CITIES" Fleet composed of:

Domeliners CITY OF LOS ANGELES and CHALLENGER, the Streamliner CITY OF DENVER, the Domeliner CITY OF PORTLAND in combination with the Union Pacific.

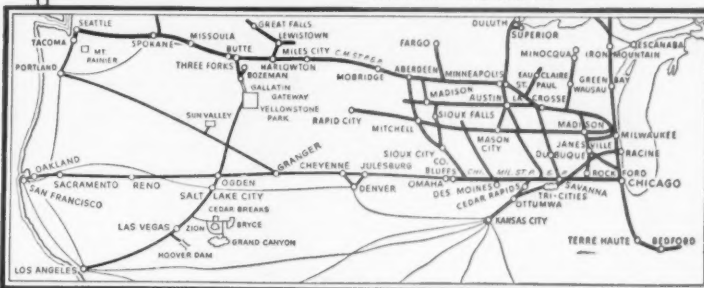
Streamliner CITY OF SAN FRANCISCO in combination with the Union Pacific and the Southern Pacific.

This Fleet represents the top of Passenger Progress.

HARRY SENGSTACKEN
Passenger Traffic Manager
708 Union Station, Chicago 6, Ill.



LOOK AT THE MAP!

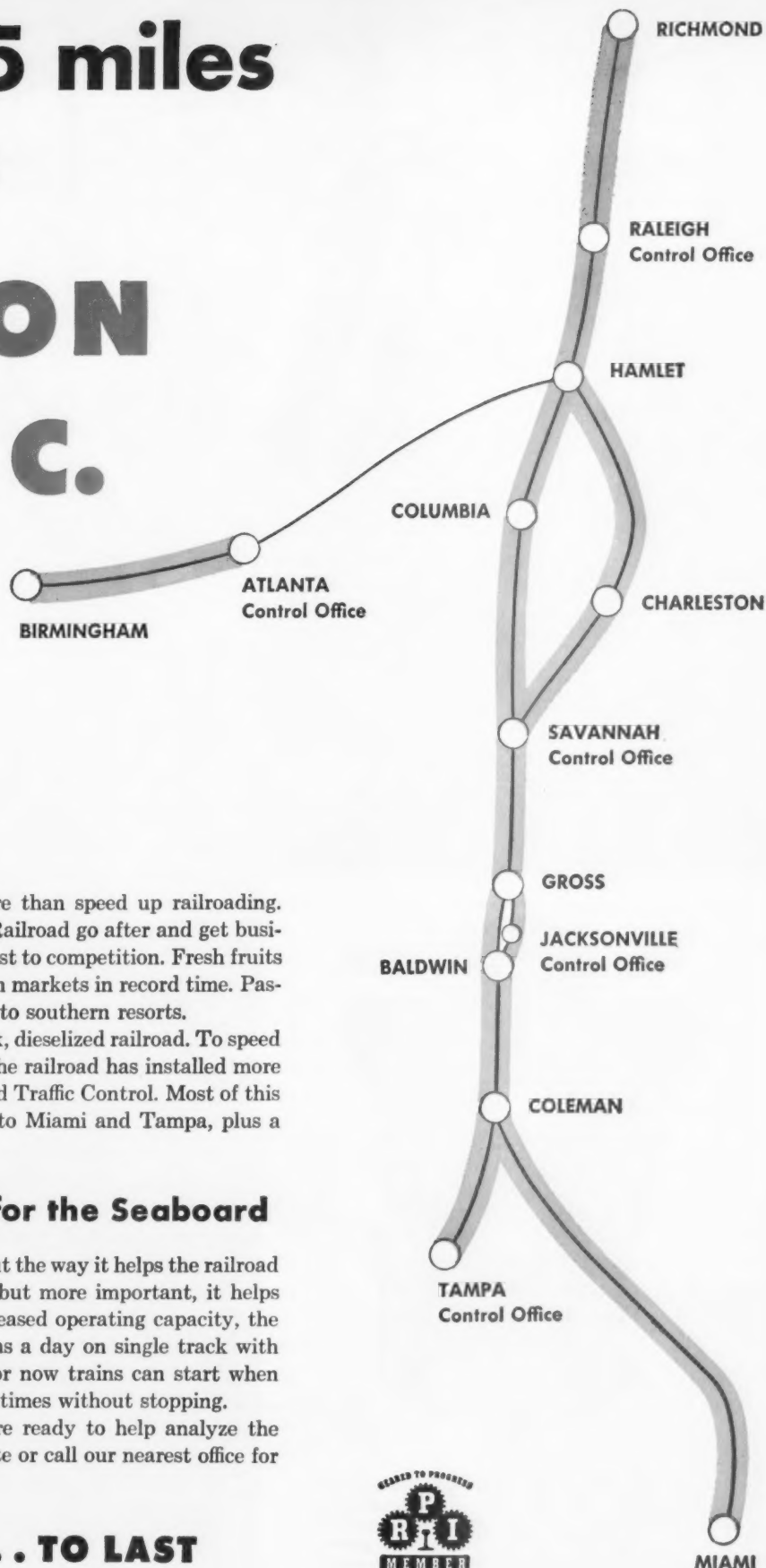


Seaboard wins business



1565 MILES OF RAILROAD are controlled by UNION C.T.C. from five locations at Raleigh, Savannah, Jacksonville, Tampa, and Atlanta. The office at Savannah, where this machine is located, controls 677.7 miles of territory.

with 1565 miles of **UNION** **C.T.C.**



Centralized Traffic Control does more than speed up railroading. It has helped the Seaboard Air Line Railroad go after and get business that might otherwise have been lost to competition. Fresh fruits and vegetables are shipped to northern markets in record time. Passengers get a quick, comfortable ride to southern resorts.

Seaboard is essentially a single-track, dieselized railroad. To speed up traffic and eliminate bottlenecks, the railroad has installed more than 1565 miles of UNION Centralized Traffic Control. Most of this is on the main lines from Richmond to Miami and Tampa, plus a stretch from Atlanta to Birmingham.

What C.T.C. is doing for the Seaboard

Seaboard officials are enthusiastic about the way it helps the railroad do a better job. It saves money . . . but more important, it helps make more money. And with the increased operating capacity, the railroad has run as many as 113 trains a day on single track with C.T.C. There are fewer delays too, for now trains can start when ready and make close meets . . . oftentimes without stopping.

UNION traffic control engineers are ready to help analyze the traffic problems for your railroad. Write or call our nearest office for the complete story.

Quality First . . . TO LAST



UNION SWITCH & SIGNAL

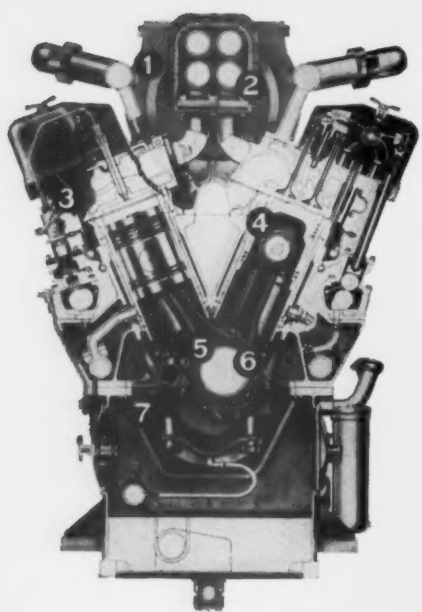
DIVISION OF WESTINGHOUSE AIR BRAKE COMPANY

SWISSVALE, PENNSYLVANIA

NEW YORK . . . CHICAGO . . . PITTSBURGH . . . ST. LOUIS . . . SAN FRANCISCO



MAP OF PART of Seaboard Air Line Railroad
with C.T.C. territory shown in red.



Cross section of 244 engine shows major improvements accomplished in reprofiling: (1) water-cooled turbo; (2) Ni-Resist exhaust manifold; (3) high-pressure fuel injection system; (4) Ni-Resist insert pistons; (5) grooveless and partially grooved bearings; (6) hardened, chrome-plated crankshaft; (7) serrated cylinder block and caps.

REPROFIT

YOUR LONG-SERVICE ALCO LOCOMOTIVES

New ALCO program reduces maintenance costs, raises locomotive availability; returns are large for small investment

We call it "reprofiting"—a way you can obtain a much higher return on your long-service ALCO 244-powered locomotives at a small investment. It's a return that—if you are operating more than a few locomotives—can run into six figures a year. That's important money, and this is how reprofiting works to gain it for you.

Reprofiting lowers the operational cost per mile of long-service locomotives. Diesel-engine design and performance standards have changed markedly in the past ten—or even five—years. Substantial design improvements have been made in the 244 engine, particularly in areas where maintenance was high. Result: engine maintenance costs can be reduced materially by the reprofiting process, which includes application of improvements such as hardened crankshaft, better bearings, water-cooled turbo, Ni-Resist exhaust manifold, serrated fit between caps and block and others.

Reprofiting adds locomotives to the fleet. Programs nearing completion have demonstrated that substantial increases in mileage per month per unit are the result. Design improvements provide increased service life and assure greater dependability.

The cost of reprofiting is low. And the least expensive way to accomplish it is through ALCO's programmed plan. ALCO has the equipment, the personnel and the techniques to accomplish this work at the best price. All work done in ALCO reprofiting, as well as the parts applied, is covered by an ALCO warranty.

We hope you will investigate reprofiting. Your ALCO representative can give you more details, and he will work with you in developing specific data and in drawing up a reprofiting plan. Or, if you wish, you may initiate action by writing Transportation Products Division, Dept. TR-2, P. O. Box 1065, Schenectady 1, N. Y.

ALCO

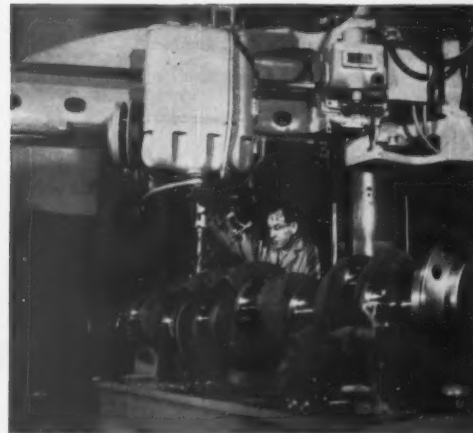
ALCO PRODUCTS, INC.

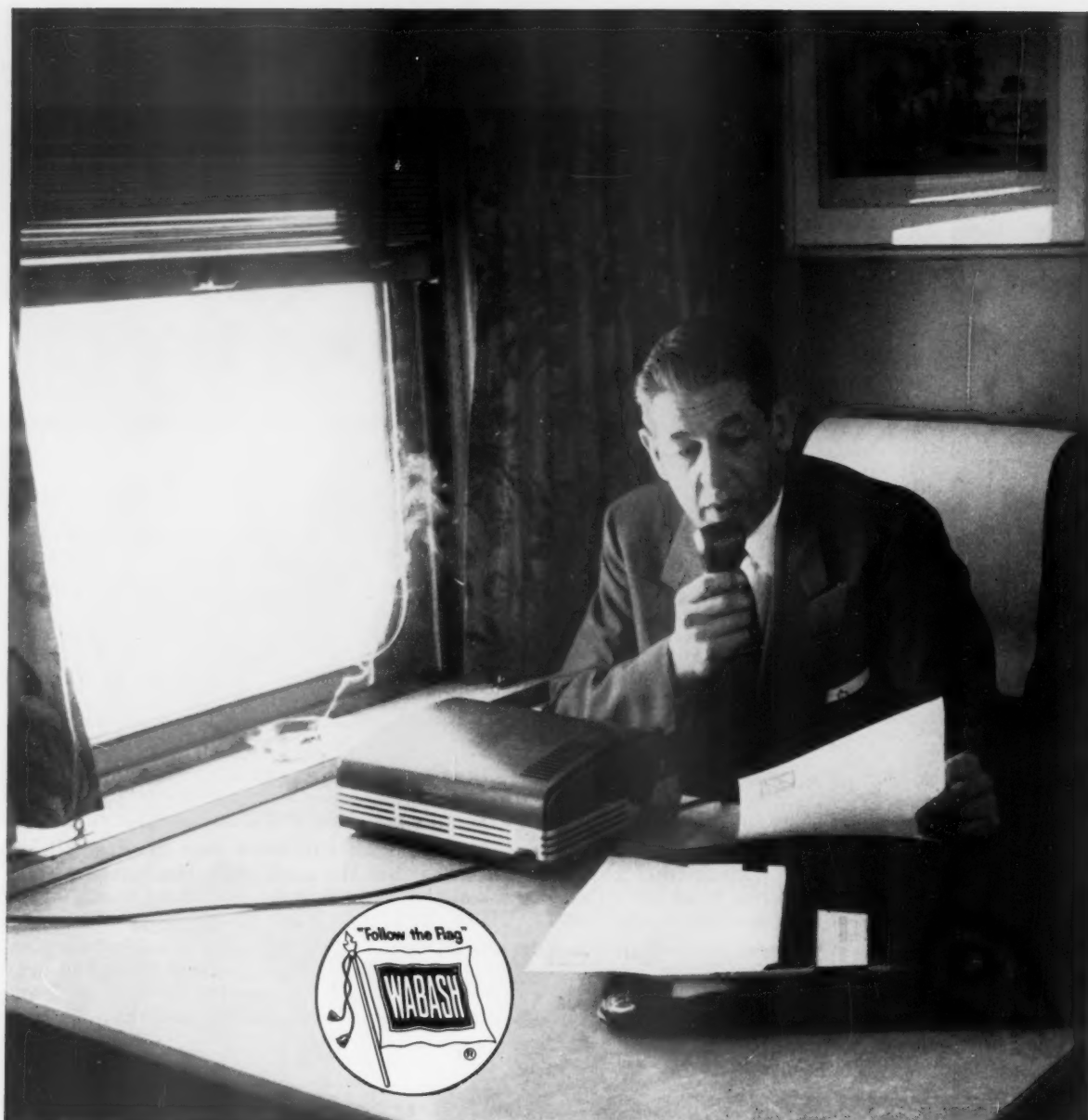
NEW YORK

Sales Offices in Principal Cities

◀ ALCO completely remanufactures 244 engines in reprofiting schedule. Engine is dismantled, cleaned, parts repaired, major improvements applied. ALCO's programmed plan of reprofiting incorporates best features of unit exchange and repair-and-return.

Special ALCO facilities, such as those for chrome-plating crankshafts, lower the cost of reprofiting for you. You also get the advantage of work done by specialists who know the engine best. Shaft, right, has been chrome-plated for hardness and machined back to original dimensions, now is being balanced. Cost: a fraction of that of a new shaft. ▶





EXECUTIVE SUITE ON WHEELS

LIKE TO MIX BUSINESS AND PLEASURE? Then take the Wabash "Blue Bird" to Chicago—one of America's most modern and luxurious trains. Once aboard, step inside the famous "Blue Bird" room. Ask the attendant to bring you a portable Dictaphone or a typewriter. (No charge of course.) Order a steaming cup of coffee or a cooling drink.

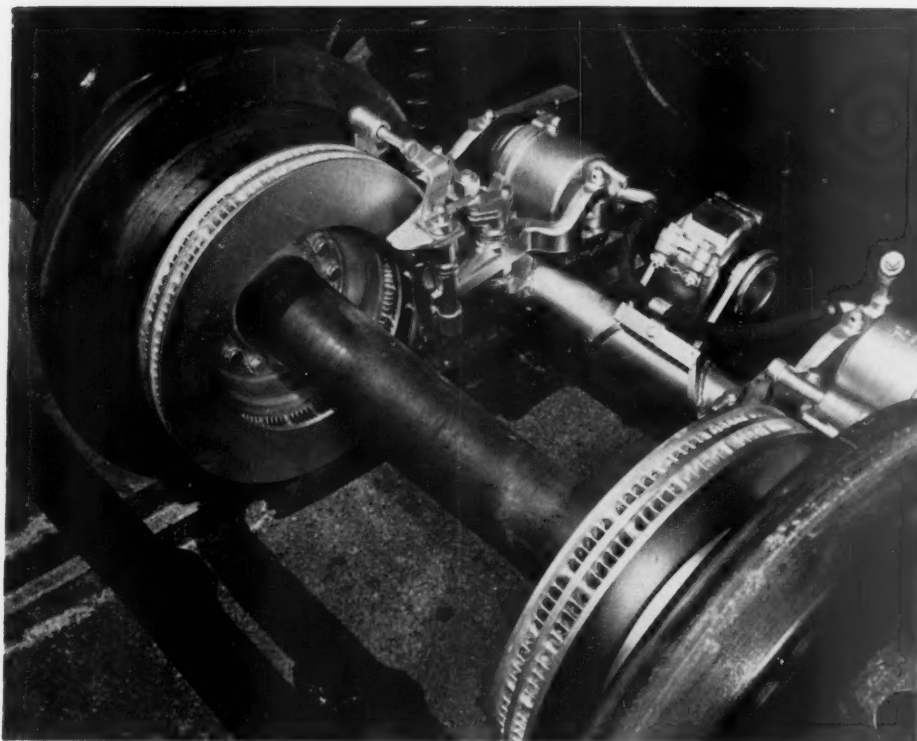
Now work a little, relax a lot.

When you arrive, you're in the heart of town. You step off refreshed, *ready for business* and looking forward to your next trip on the "Blue Bird."

WABASH "BLUE BIRD": Only domeliner and "executive suite" train between St. Louis and Chicago—no extra fare!

KANSAS CITY • CHICAGO • DETROIT • OMAHA • DENVER AND THE WEST

J. A. BARRETT, Passenger Traffic Manager, Wabash Railroad, St. Louis 1, Missouri



Close-up of Budd CF disc brake mounting (with Rol-Man components) on one of the 28 new cars of the Burlington's "Denver Zephyr."

Where the best is needed most ROL-MAN is

Best for BUDD

who wanted the maximum in safety and service life in the connections of their new model CF disc brakes, and specified ROL-MAN parts.

Best for the BURLINGTON

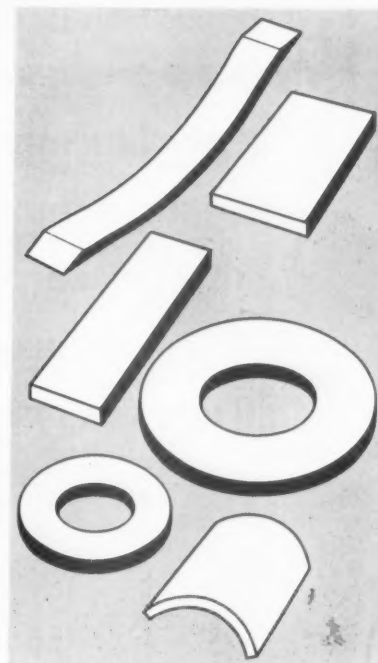
whose brand-new "Denver Zephyr" cars, including four revolutionary "Slumber-coaches," are equipped with dependable, smooth acting Budd disc brakes, protected for long life with ROL-MAN parts.



Non-magnetic ROL-MAN gives, as no other metal does, the utmost protection against galling and scoring. Abraded metal from brake shoes, or other metallic particles, can't stick to ROL-MAN's non-magnetic, smooth, wear surfaces. Wherever unlimited endurance is essential, insist on ROL-MAN, the manganese steel which actually work-hardens under impact and pressure.

MANGANESE STEEL FORGE CO.

Richmond Street and Castor Avenue, Philadelphia 34, Pa.



ROL-MAN parts used in the connections of the Budd model CF disc brake.

REVENUES AND EXPENSES OF RAILWAYS

(Dollar figures are stated in thousands; i.e., with last three digits omitted)

MONTH OF MARCH AND THREE MONTHS OF CALENDAR YEAR 1957

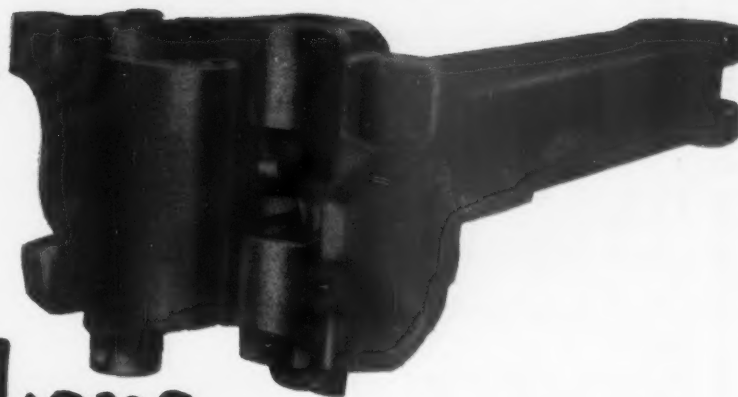
Name of Road	Operating Revenues			Maint. Way and Structures			Operating Expenses			Net Railway operating income 1937-1938								
	Pass.	Total inc. misc. 1936	Total 1937	Total Retire-ments 1936	Total and Deprec. 1937	Total Retire-ments 1936	Traffic	Trans- portation	Total 1937		Operating ratio 1936	Net from railway operation	tax accu-als					
Average mileage operated during period	Freight																	
236 Mar. 1937	1,514	5,188	373	242	340	936	119	46	1,883	3,372	64.4	42.8	1,964	456	534			
2,207 Mar. 1938	13,467	45,271	1,469	2,232	2,262	2,308	533	405	6,642	11,593	77.1	77.3	3,445	1,263	1,618			
3 Mar. 1939	3,955	13,041	4,339	3,222	667	6,101	1,024	1,432	19,685	33,726	79.1	77.3	3,566	3,207	3,434			
571 Mar. 1940	9,646	32,719	10,940	7,940	1,999	9,939	1,307	276	4,314	9,644	73.4	71.7	1,176	879	1,075			
321 Mar. 1941	1,715	11,756	1,761	1,337	2,669	1,956	307	276	4,314	9,644	73.0	64.9	41	57	145			
321 Mar. 1942	2,500	12,500	2,500	1,917	3,417	2,500	307	276	4,314	9,644	73.0	64.9	41	57	145			
331 Mar. 1943	2,791	13,455	2,818	2,118	3,736	2,818	307	276	4,314	9,644	73.0	64.9	41	57	145			
332 Mar. 1944	2,899	14,495	2,926	2,226	3,952	2,926	307	276	4,314	9,644	73.0	64.9	41	57	145			
332 Mar. 1945	2,919	14,600	2,946	2,246	4,000	2,946	307	276	4,314	9,644	73.0	64.9	41	57	145			
3 mos. 1946	13,888	45,271	1,469	2,232	2,262	2,308	533	405	6,642	11,593	77.1	77.3	3,445	1,263	1,618			
Grand Trunk Western	665	8,796	1,938	1,420	2,768	1,853	279	258	7,767	13,428	85.0	82.9	2,371	1,168	1,547			
Great Northern	18,643	58,754	9,689	6,645	12,409	12,409	2,394	1,612	22,056	48,201	80.1	85.9	3,955	2,028	2,162			
Green Bay & Western	224	1,386	1,411	1,047	1,688	1,411	79	23	283	476	71.4	71.0	113	48	27			
Gulf, Mobile & Ohio	2,757	9,833	2,883	2,101	3,984	2,883	282	303	2,423	5,716	78.6	74.0	1,446	535	680			
Hill Country	18,808	25,612	3,255	2,990	4,372	3,801	847	619	15,368	18,790	79.7	74.8	4,392	1,619	1,841			
Illinois Central	21,414	74,331	3,561	3,644	4,651	4,181	871	630	9,014	19,291	89.7	75.8	6,148	3,030	2,249			
Illinois Terminal	31,176	104,845	11,364	10,877	13,615	12,547	1,897	27	37	57,572	58,329	78.6	78.9	18,766	8,017	5,243		
Kansas City Southern	891	3,600	361	47	492	408	101	89	1,118	2,168	57.8	77.4	194	89	43			
Kansas City Southern	891	3,600	361	47	492	408	101	89	1,118	2,168	57.8	77.4	194	89	43			
Kansas, Oklahoma & Gulf	327	395	396	261	497	381	76	34	30	261	267	65.9	53.8	135	59	91		
Lake Superior & Ishpeming	145	230	230	145	230	230	54	6	169	434	85.3	70.6	38	124	266			
Lehigh & Hudson River	96	547	547	33	43	38	8	18	165	217	70.7	73.3	90	39	145			
Lehigh & New England	178	619	619	102	7	115	102	25	54	385	579	73.8	222	92	24	32		
Lehigh Valley	1,147	5,298	823	1,712	2,899	2,952	646	449	8,153	14,662	81.7	81.7	1,557	62	45			
Litchfield & Madison	44	923	923	11	12	23	25	7	43	168	167	49.7	49.7	456	184	132		
Long Island	31	1,408	4,032	5,512	7,711	1,051	1,107	167	25	2,766	5,062	86.3	98.8	759	334	210		
Louisiana & Arkansas	766	2,968	11,434	2,119	2,118	3,377	98	79	6,467	14,569	81.3	86.9	1,964	1,431	1,419			
Louisiana & Arkansas	766	2,968	11,434	2,119	2,118	3,377	98	79	6,467	14,569	81.3	86.9	1,964	1,431	1,419			
3 mos. 1946	6,289	15,310	1,533	6,650	6,937	6,650	293	239	20,232	4,996	40.1	57.7	2,715	1,236	1,670			
Louisville & Nashville	4,731	17,558	17,558	2,374	2,374	2,374	1,019	419	13,778	13,778	84.1	77.8	2,802	2,175	1,875			
Louisville & Nashville	4,731	17,558	17,558	2,374	2,374	2,374	1,019	419	13,778	13,778	84.1	77.8	2,802	2,175	1,875			
Maine Central	95	2,752	2,752	318	440	28	403	80	27	1,214	1,214	95.5	73.2	2,326	372	316		
Maine Central	95	2,752	2,752	318	440	28	403	80	27	1,214	1,214	95.5	73.2	2,326	372	316		
Minneapolis & St. Louis	1,391	1,577	2,580	1,088	2,382	1,249	78	168	6,692	1,415	1,415	74.8	2,466	488	186	172		
Minneapolis & St. Louis	1,391	1,577	2,580	1,088	2,382	1,249	78	168	6,692	1,415	1,415	74.8	2,466	488	186	172		
3 mos. 1946	3,543	5,922	779	743	89	842	236	63	4,177	4,177	81.8	81.8	1,234	751	350	334		
Minn., Northfield & South.	77	1,168	1,168	45	7	103	31	79	256	441	58.9	51.3	427	319	238	217		
Minn., Northfield & South.	77	1,168	1,168	45	7	103	31	79	256	441	58.9	51.3	427	319	238	217		
Missouri	3,222	7,511	37	3,222	3,628	591	643	43	580	576	158	82.6	93.3	268	487	279		
Missouri	3,222	7,511	37	3,222	3,628	591	643	43	580	576	158	82.6	93.3	268	487	279		
Missouri-Illinois	172	475	1,434	475	1,434	475	30	11	1,434	475	84.4	84.4	1,338	782	480	419		
Missouri-Illinois	172	475	1,434	475	1,434	475	30	11	1,434	475	84.4	84.4	1,338	782	480	419		
Missouri-Kansas-Texas Lines	3,112	1,276	212	2,885	3,847	2,885	274	211	6,986	14,758	78.4	78.4	2,369	1,222	233	145		
Missouri-Kansas-Texas Lines	3,112	1,276	212	2,885	3,847	2,885	274	211	6,986	14,758	78.4	78.4	2,369	1,222	233	145		
Missouri Pacific	9,662	21,718	838	4,992	312	4,587	1,016	739	9,747	19,619	78.8	75.1	5,282	1,797	2,984	3,384		
Missouri Pacific	9,662	21,718	838	4,992	312	4,587	1,016	739	9,747	19,619	78.8	75.1	5,282	1,797	2,984	3,384		
Monon	1,747	57	1,942	1,942	271	335	19	299	292	1,346	1,362	79.6	396	111	177	186		
Monon	1,747	57	1,942	1,942	271	335	19	299	292	1,346	1,362	79.6	396	111	177	186		
Monongahela	571	4,683	207	5,065	5,065	5,065	211	313	4,735	4,735	59.5	59.5	232	30	270	370		
Monongahela	571	4,683	207	5,065	5,065	5,065	211	313	4,735	4,735	59.5	59.5	232	30	270	370		
3 mos. 1946	1,615	1,559	233	197	50	180	168	34	3	620	1,973	96.5	64.9	542	91	-8	277	
Nashville, Chatt. & St. Louis	1,043	2,391	106	2,844	3,302	484	531	53	397	423	137	119	2,033	2,248	199	378	328	
Nashville, Chatt. & St. Louis	1,043	2,391	106	2,844	3,302	484	531	53	397	423	137	119	2,033	2,248	199	378	328	
New York Central	10,621	41,842	346	6,832	9,192	1,334	1,452	412	363	6,854	6,999	83.7	76.1	1,330	839	521	1,044	
New York Central	10,621	41,842	346	6,832	9,192	1,334	1,452	412	363	6,854	6,999	83.7	76.1	1,330	839	521	1,044	
Pittsburgh & Lake Erie	221	3,797	221	3,797	10,578	1,601	1,434	108	1,096	3,222	3,222	72.3	32.9	1,182	7,970	5,476	13,966	
Pittsburgh & Lake Erie	221	3,797	221	3,797	10,578	1,601	1,434	108	1,096	3,222	3,222	72.3	32.9	1,182	7,970	5,476	13,966	
New York, Chicago & St. Louis	2,179	14,850	140	15,432	15,400	1,676	1,648	198	2,432	2,411	421	380	5,500	10,369	67.9	66.9	1,988	2,134
New York, Chicago & St. Louis	2,179	14,850	140	15,432	15,400	1,676	1,648	198	2,432	2,411	421	380	5,500	10,369	67.9	66.9	1,988	2,134
New York, New Haven & Hfd.	3 mos. 1946	41,791	504	43,562	43,320	4,496	4,496	1,099	16,158	30,477	79.7	68.5	13,005	6,096	5,095	5,376	5,766	
New York, New Haven & Hfd.	3 mos. 1946	41,791	504	43,562	43,320	4,496	4,496	1,099	16,158	30,477	79.7	68.5	13,005	6,096	5,095	5,376	5,766	
New York Connecting	21	242	242	353	416	353	63	25	28	1,178	1,178	34.1	89.1	7,162	3,100	60	146	146
New York Connecting	21	242	242	353	416	353	63	25	28	1,178	1,178	34.1	89.1	7,162	3,100	60	146	146
3 mos. 1946	986	1,183	260	986	55	283	29	516	516	477	168	391	
New York, Ontario & Western	541	410	422	488	72	109	22	55	94	22	23	384	36	49	175	175	
New York, Ontario & Western	541	410	422	488	72	109	22	55	94	22	23	384	36	49	175	175	
New York, Susque. & Western	120	1,119	137	1,309	1,324	142	165	17	187	179	37	29	636	1,893	1,084	83.5	76	58
New York, Susque. & Western	120	1,119	137	1,309	1,324	142	165	17	187	179	37	29	636	1,893	1,084	83.5	76	58

(Statistics continued on page 82)

**..provide
mile after mile of
comfort and safety-**



Use **A.A.R. STANDARD TYPE H
TIGHTLOCK COUPLER
and
ATTACHMENTS**



With



Buckeye

BUILT-IN QUALITY



Y-25-A Y-25
RADIAL CONNECTION & SEAT



Y-50 YOKE
(CONVENTIONAL GEAR)



Y-65 YOKE
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- NO SLACK IN COUPLER CONTOUR . . . NOISE ELIMINATED
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- MINIMUM WEAR AND MAINTENANCE
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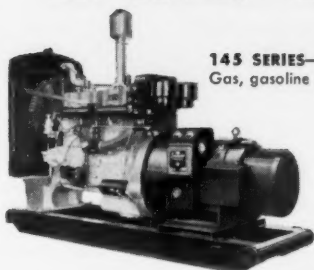
REVENUES AND EXPENSES OF RAILWAYS

(Dollar figures are stated in thousands; i.e., with last three digits omitted)

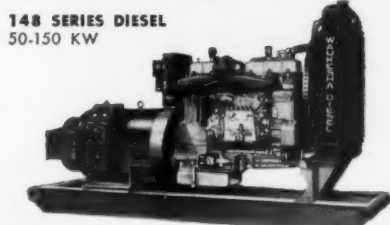
MONTH OF MARCH AND THREE MONTHS OF CALENDAR YEAR 1957

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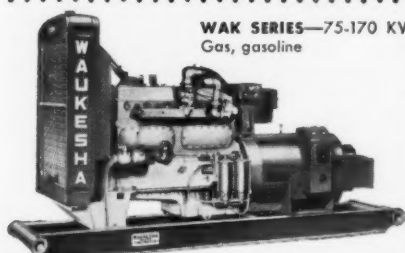
WAUKESHA



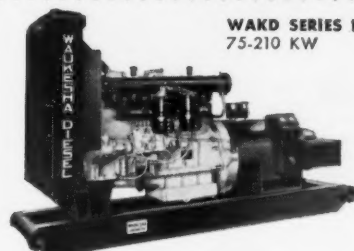
145 SERIES—45-110 KW
Gas, gasoline



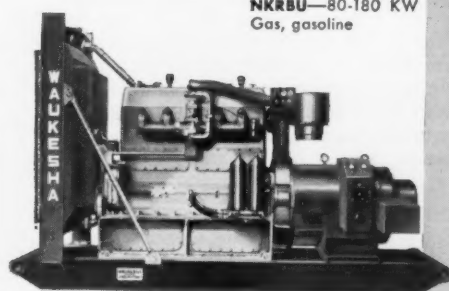
148 SERIES DIESEL
50-150 KW



WAK SERIES—75-170 KW
Gas, gasoline



WAKD SERIES DIESEL
75-210 KW



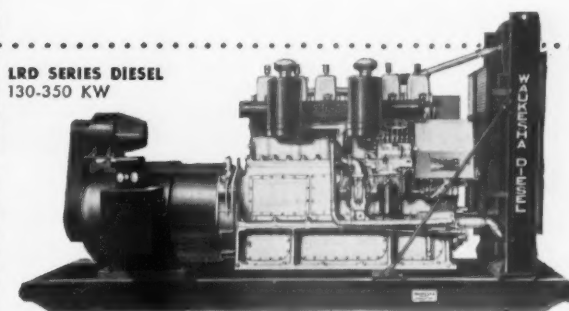
NKRBU—80-180 KW
Gas, gasoline

Industrial **ENGINATORS®**

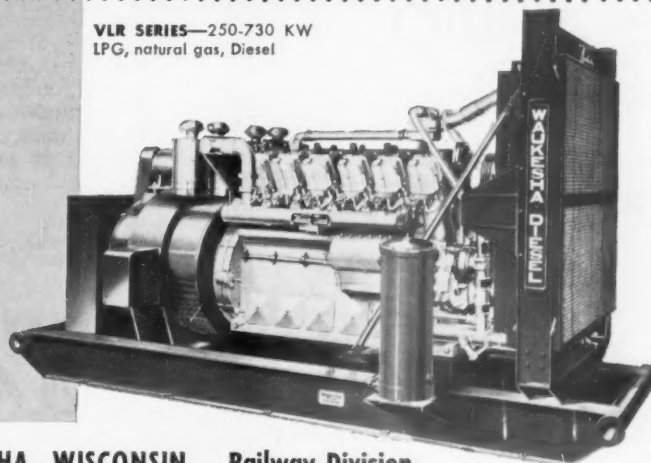
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• Who builds these Waukesha Enginators?

The same engineering organization who, ever since 1935, have made the Waukesha engine-driven railway equipment that supplies air conditioning and all electrical needs, and is now used by over 40 American railroads and the Pullman Co. For reliable performance on all fuels, these accurately balanced Waukesha engine-generator combinations supply smooth, steady power in continuous, intermittent and standby service.



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130-350 KW



VLR SERIES—250-730 KW
LPG, natural gas, Diesel

WRITE for bulletins for these
and other models

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WAUKESHA MOTOR COMPANY, WAUKESHA, WISCONSIN **Railway Division**

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Cleveland Room

Dine in the splendid old world setting of a grand dining room. The menu is varied, the service unexcelled.

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One of the brightest of the city's supper clubs. Dancing nightly from 9:00 p.m. Air conditioned, of course.

Rib Room

A true specialty restaurant for Fabulous Roast Beef, roasted, carved and served to your order.

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Strictly stag — is this all male haven for good drinks, good food and good talk. Plus sports events on TV.

TRANSIT BAR

For rapid service in the most unique bar in the country... decorated with an outstanding collection of miniature trains.

the PATIO

Pause — in the relaxing, informal atmosphere of the gayly decorated Patio. It's a Cleveland habit to say — "Meet me at the Patio."

Coffee Shop

Service is brisk and decor cheerful in the modern, air-conditioned coffee shop. Enjoy a tasty sandwich or a moderately priced meal.

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CLEVELAND, OHIO

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Current Publications

BOOKS

REDWOOD RAILWAYS; A STORY OF REDWOODS, PICNICS AND COMMUTERS, by Gilbert H. Kneiss. 165 pages, illustrations, maps. Howell-North Press, 2801 Shattuck ave., Berkeley 5, Cal. \$4.75.

This is the story of the many little railroads that grew into the Redwood Empire Route of today, corporately known as the Northwestern Pacific Railroad. It covers a previously unexplored sector of California railroad history and tells of struggling small town railroads and the impact on them of big-system rivalries; of legendary pioneer tycoons; and of the large and important part the trains played in the life of every citizen. In addition to the many illustrations and maps, there are reproductions of railroad advertising, and locomotive rosters of the Northwestern Pacific and predecessor lines.

PERIODICAL ARTICLES

KATY'S DOCTORS HOLD OUT HOPE FOR A RICHER LIFE. *Business Week*, April 27, 1957, pp. 136-139. McGraw-Hill Publishing Company, 330 W. 42nd. St., New York 36. Limited supply of tear sheets available free.

The new management team is now prescribing some bitter medicine for the Missouri-Kansas-Texas but thinks it has

the right remedies—if it gets some breaks.

AN ALTERNATIVE FOR ACROSS-THE-BOARD RATE INCREASES, by Walter B. Wright. Reprinted from the February 1957 Proceedings of the New York Railroad Club. Limited supply available from Mr. Wright at 2972 Brighton Road, Shaker Heights 20, Ohio.

Mr. Wright, an analyst for the Chesapeake & Ohio, was the second-prize winner in the New York Railroad Club's 1956 Essay Contest. It was the purpose of his paper to appraise whether across-the-board rate increases are as beneficial as they should be, and whether a better approach is available for obtaining required revenues.

FROM THE MANUFACTURERS

CATALOG SECTION K, Part No. 2. 136 pages. Western Railroad Supply Company, Dept. RA, 2428 South Ashland ave., Chicago 8. Free.

The 1956 edition of this catalog, devoted exclusively to wire communications equipment and accessories, is now available.

THIS IS GLASS. 64 pages, illustrations. Corning Glass Works, Dept. RA, Corning, N.Y. Free.

Manufacturing methods, applications, and the history of glass are explained in this colorful brochure.

1875 to 1957

You can't see the conscientious care, the patient pains we put into every International Tie. But you can observe the natural results of such dutiful dedication. That's why our every tie carries the famous International Dating Brand. It's the most compelling way we can think of to show you what a fine product this is. For there, in the date, is the most positive proof of quality you could ever want... years and years of service under actual conditions. Isn't this the kind of tie you want your rails to ride on? INTERNATIONAL CREOSOTING AND CONSTRUCTION COMPANY, GALVESTON, BEAUMONT, TEXARKANA.



**Now 2 coats do the work of 3
on B. & O.'s New Covered Hopper Cars**

with Pittsburgh's

HOT-SPRAY ALKALI- AND ACID-RESISTANT VINYL CARHIDE®



One of the fleet of new covered hopper cars built by the Pullman-Standard Car Mfg. Company for the Baltimore & Ohio Railroad, finished with Pittsburgh's Hot-Spray Alkali- and Acid-Resistant Vinyl CARHIDE.

Puts cars into service quickly . . . Provides higher gloss and better protection against corrosive ladings

Better three ways, Pittsburgh's new Hot-Spray Alkali- and Acid-Resistant Vinyl CARHIDE protects covered hopper, refrigerator and tank cars against the destructive action of corrosive ladings.

1. One coat of primer and one coat of hot AAR Vinyl CARHIDE does the work of three coats applied cold.
2. Provides tougher finish, higher gloss, better appearance—longer lasting protection.
3. Is not affected by cargos of most strong acids, alkalis, soda ash, sulphur, phosphates, cement, lime, crude oil or alcohol.

With Hot-Spray AAR CARHIDE, heat is used instead of thinner to control viscosity in periods of wide

temperature variations. This new type of coating goes on uniformly and smoothly. It dries quickly, adheres better and reduces painting costs.

Many railroads have used Pittsburgh's AAR Vinyl CARHIDE because it affords unusual protection against mechanical damage and the effects of temperature and weather extremes. Now they can have the added advantages of Hot-Spray AAR CARHIDE.

Hot-Spray AAR Vinyl CARHIDE is applied with less air pressure. This reduces the amount of "fog" in paint shops and deposits a much higher percentage of paint on the surface. For further details contact Pittsburgh Plate Glass Company, Industrial Finishes Division, 1 Gateway Center, Pittsburgh, Pa.



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PAINTS • GLASS • CHEMICALS • BRUSHES • PLASTICS • FIBER GLASS

PITTSBURGH PLATE GLASS COMPANY

IN CANADA: CANADIAN PITTSBURGH INDUSTRIES LIMITED

Being interviewed is W. W. Smith, Divisional Manager, Product Engineering. Grids in back are of Exide's exclusive Silvium. Those in front are ordinary alloys.

**The world of science behind
EXIDE-IRONCLAD BATTERIES**



"All of these alloys had the same acid test"

At the Exide Laboratories—

Reporter: Was it a typical charge-discharge test normally used to test battery components?



Smith: Right. And the two positive plate grids with no visible signs of corrosion are Exide's patented Silvium alloy.

Reporter: How about the others—what alloys are they?

Smith: They're standard alloys used in other well-known makes of batteries. But they don't have Silvium's corrosion-resisting ingredients.

Reporter: Where is Silvium used?



Smith: In the positive plates of all Exide-Ironclad and many other Exide Batteries.

Reporter: How does it affect battery performance?

Smith: Every test we've made proves it stretches battery life because the grid resists corrosion—sometimes up to 100% longer.

Reporter: Obviously this is an important feature of the Exide-Ironclad.

Smith: Yes it is, but it's just one of many engineering details that contribute to its high capacity and long life.

Note to battery users: Whenever you order heavy duty batteries or the equipment that requires them, be sure to specify Exide-Ironclad. For detailed bulletin, write Exide Industrial Division, The Electric Storage Battery Co., Philadelphia 2, Pa.



Exide®

THE ELECTRIC STORAGE BATTERY COMPANY

"Safety"

POWER and CONTROL SYSTEMS

...Unequalled Performance...Low Cost Maintenance

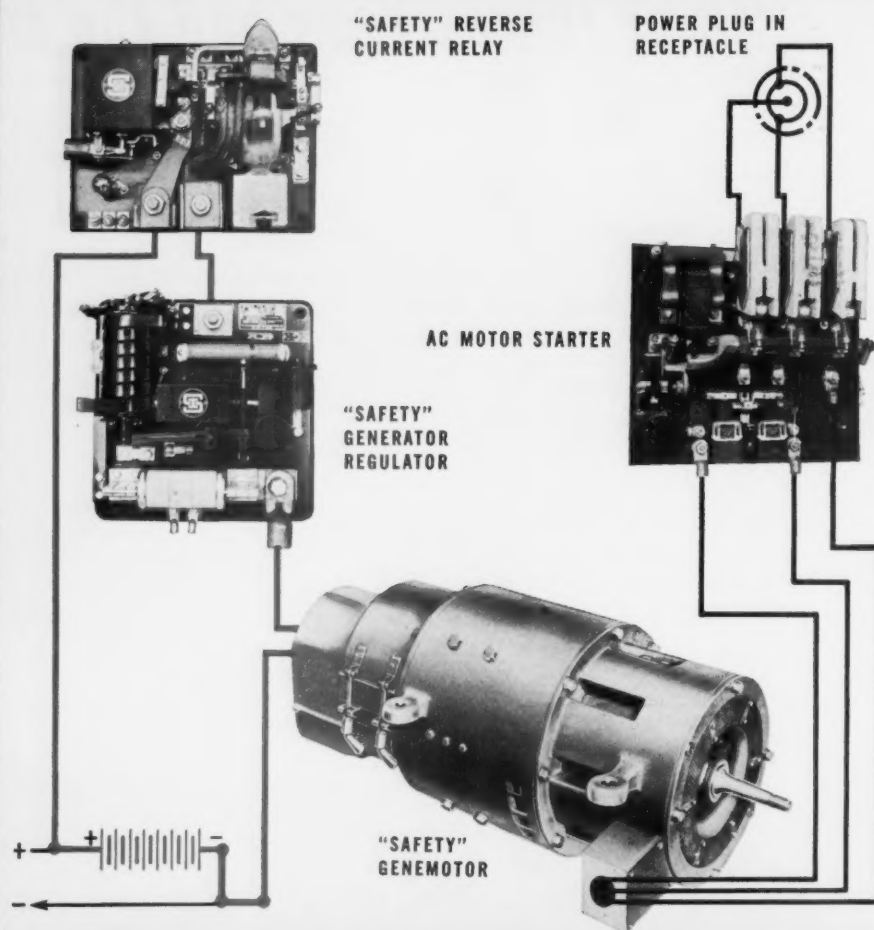
"SAFETY" GENEMOTORS...

are unsurpassed power plants for modern passenger cars

Designed and precision manufactured for long life with low cost maintenance ... "Safety" Genemotors include ...

- liberal use of armature copper and low loss iron to keep electrical losses ... therefore heating ... at a minimum
- armatures insulated with Class B material and mounted on shafts of the best alloy steel procurable
- dc armature, ac rotor and cooling fan easily removable as independent units
- all parts dynamically balanced individually before assembly on the shaft ... assuring full interchangeability
- an automatic polarity reversing switch ... eliminating maintenance of an additional generator necessary when an exciter is used

"Safety" Genemotors are available in capacities of 25, 30 and 35 kw and in 40, 80 and 140 volts nominal ratings, with 20 or 32 HP AC, 60 cycle, 220 volt motors ... 12 to 20 kw output on standby.



"SAFETY" CONTROL EQUIPMENT...

- provides constant voltage regulation and positive current limit for maximum Genemotor protection
- lengthens battery life
- is compact and automatic
- requires minimum locker space
- is simple in design ... requiring little maintenance ... thereby reducing labor costs

"SAFETY" GENEMOTORS and CONTROL EQUIPMENT PROVIDE...

- constant voltage power for all air conditioning electrical equipment and lighting
- full output at very low train speeds ... assuring quick power availability for re-charging low batteries while cars are enroute
- standby power in excess of requirements for pre-cooling cars and battery charging

Over 5,000 "Safety" Genemotor and Control Equipment applications on railroads throughout the United States, Canada and Mexico are actual proof of unparalleled performance in service.



SAFETY INDUSTRIES, INC.

FORMERLY THE SAFETY CAR HEATING & LIGHTING COMPANY, INC.

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"SAFETY" PRODUCTS INCLUDE: Air-conditioning Equipment • Genemotors • Generators • Fans • Regulators • Blower Units • Lighting Fixtures • Switchboards • Luggage Racks • Motor Alternators • Dynamotors • Motor Generators • Dual Voltage MG Sets



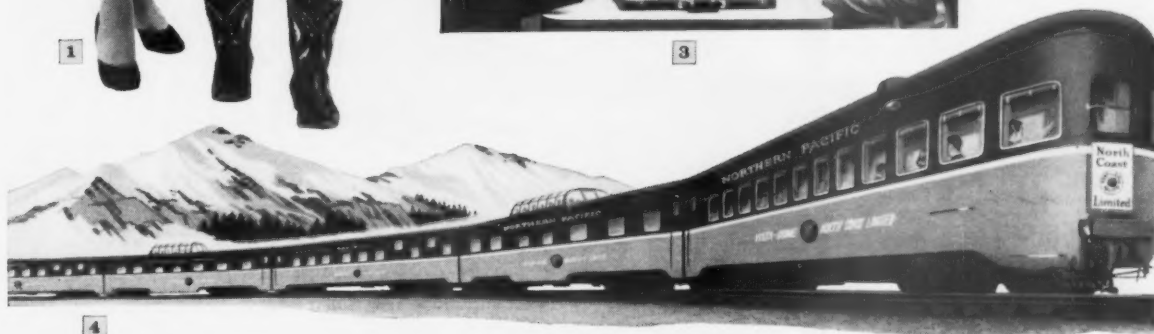
1



2



3



4

Western hospitality starts here!

You'll feel wonderfully welcome the moment you step aboard the Vista-Dome North Coast Limited . . . because Northern Pacific's famous train offers you so many extras that make traveling a pleasure.

- 1 A friendly Stewardess-Nurse always at your service, ready to answer questions and make your trip more comfortable.
- 2 Four Vista-Domes give you a sky-wide and handsome view of wonderful western scenery. No wonder passengers agree, "The view is terrific on Northern Pacific!"

3 Traveller's Rest, an incomparable new buffet-lounge serving beverages and budget meals. In the dining car enjoy famous Northern Pacific food and luxury service.

4 Scenic route through the beautiful Pacific Northwest with convenient California connections. Northern Pacific offers low family fares, too.

For free copy of NP's illustrated train and where-to-go booklet, "Northwest Adventure", write to G. W. Rodine, 332 Northern Pacific Railway, St. Paul 1, Minnesota.



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Pres-to-logs

PERFECT FUEL

FOR

DINING CAR

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- **CLEAN**
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- **ECONOMICAL**
- **EASY TO HANDLE**
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- **VERY LITTLE DRAFT REQUIRED**
- **NO OBJECTIONABLE BACK GAS**
- **FREE OF ASHES, SMOKE, SOOT, SPARKS, ODOR, PITCH and SLIVERS**

There's a familiar saying—"Old friends are the best friends." That goes for products as well as for people. Pres-to-logs, for example.

Through the years, railroads use more and more of these compressed sawdust logs. And for just one reason—Pres-to-logs are the perfect fuel for dining car use. They're easy to handle and store. They're odorless. They provide even, intense heat, are long burning and fully combustible. They excel for short orders as well as for general cooking.

As a result of long experience under the exacting requirements of dining car use, Pres-to-logs have established themselves as a preferred fuel in the railroad industry....If by any chance you haven't adopted them, we suggest another old saying—"Try 'em and see for yourself."

Pres-to-logs

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LEWISTON,
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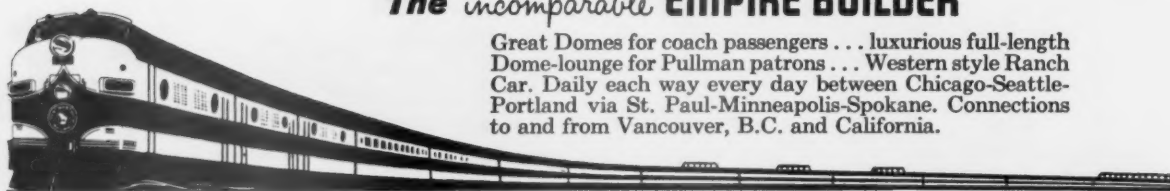
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Great Northern's

GREAT TRAINS



The incomparable **EMPIRE BUILDER**



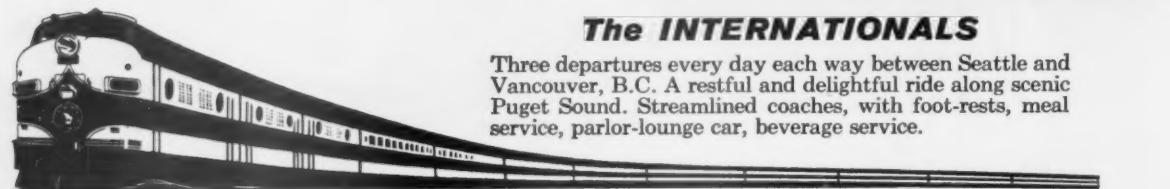
Great Domes for coach passengers . . . luxurious full-length Dome-lounge for Pullman patrons . . . Western style Ranch Car. Daily each way every day between Chicago-Seattle-Portland via St. Paul-Minneapolis-Spokane. Connections to and from Vancouver, B.C. and California.

The **WESTERN STAR**

Daily streamliner between Chicago-Seattle-Portland via St. Paul-Minneapolis-Fergus Falls-Fargo-Grand Forks-Great Falls-Spokane. Stops daily June 15 through September 10 at Glacier National Park in the Montana Rockies.



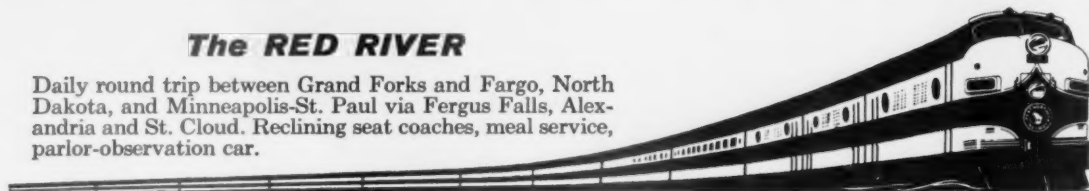
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Three departures every day each way between Seattle and Vancouver, B.C. A restful and delightful ride along scenic Puget Sound. Streamlined coaches, with foot-rests, meal service, parlor-lounge car, beverage service.

The **RED RIVER**

Daily round trip between Grand Forks and Fargo, North Dakota, and Minneapolis-St. Paul via Fergus Falls, Alexandria and St. Cloud. Reclining seat coaches, meal service, parlor-observation car.



The **CASCADIAN**

Daily each way every day between Seattle and Spokane. Daylight scenic ride through the Cascade mountains and the Cascade Tunnel (7.79 miles). Reclining seat coaches. Buffet-lunch service.

The **WINNIPEG LIMITED**

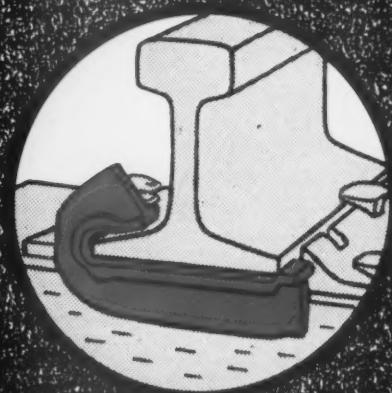
Daily each way every day between St. Paul-Minneapolis-Winnipeg via St. Cloud. Day-Nite reclining seat coaches, choice of Pullman accommodations, buffet-lounge car, beverage and breakfast service.

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Every day each way between St. Paul-Minneapolis-Superior-Duluth. Reclining seat coaches, parlor-buffet car. Morning departure on The Badger—late afternoon on The Gopher.

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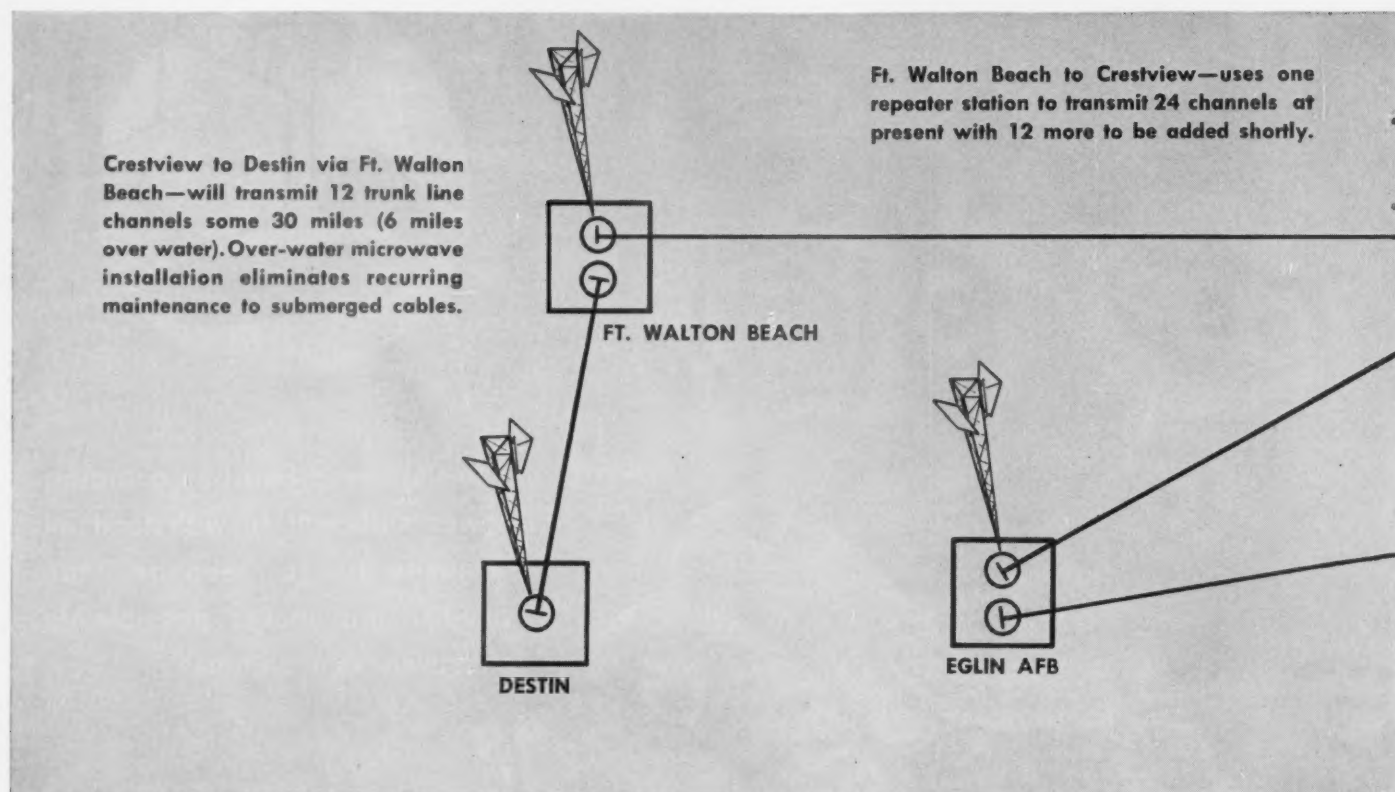
The Improved Fair has gripping power sufficient to withstand all stresses due to creepage. This vise-like grip makes possible its effectiveness at all times.



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Multiple voice channeling, plus completely automatic dial system switching eliminate

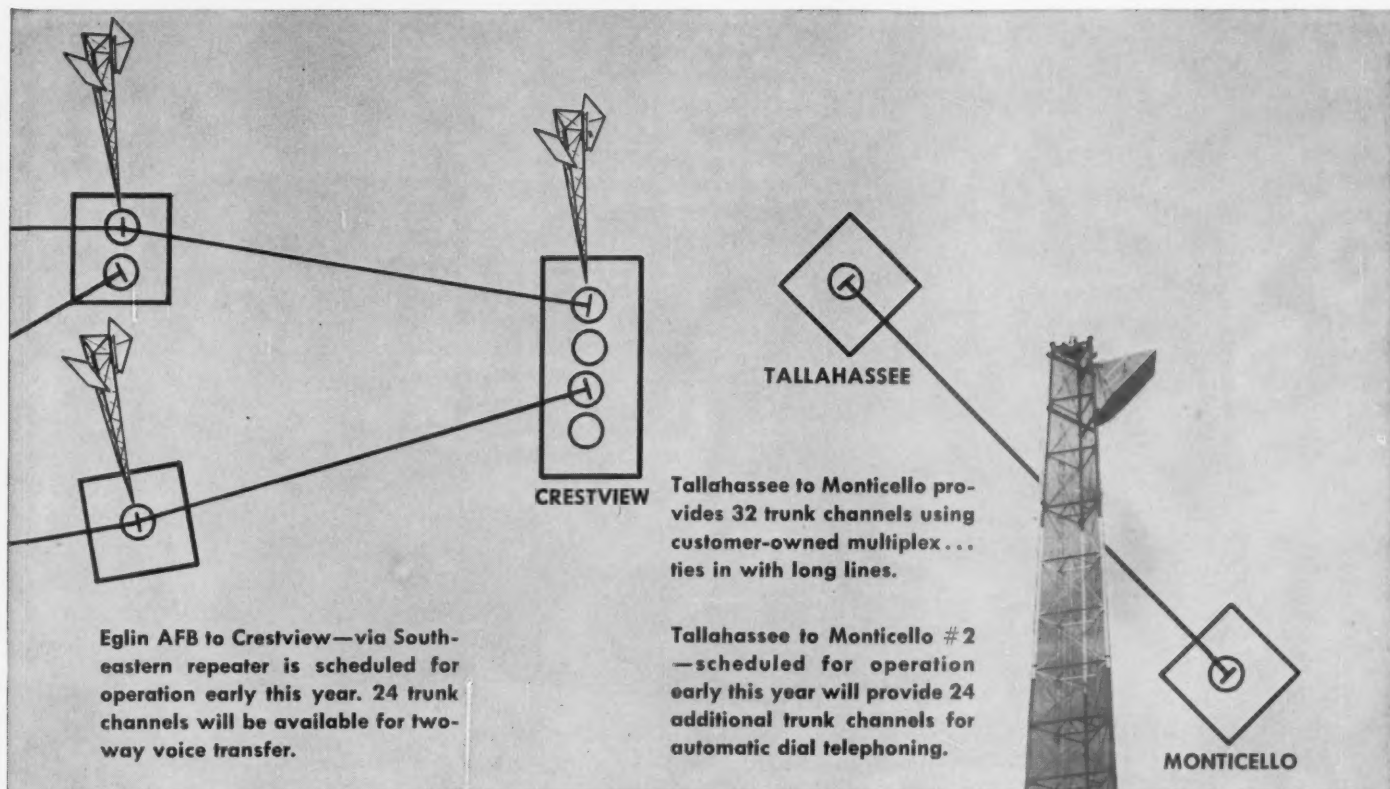
the need for manual switchboards at Destin and Ft. Walton Beach. Fallen transmission lines and service interruptions due to turbulent weather are a thing of the past. The need for submerged cable in the 6-mile over-water hop from Destin to Ft. Walton Beach has been eliminated entirely.

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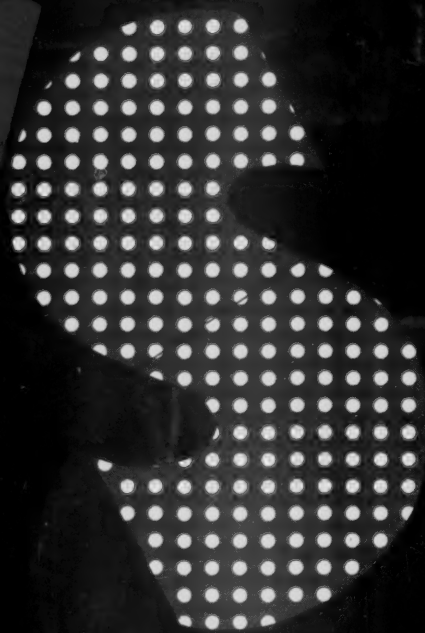
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Linking its central toll center at Crestview to *Ft. Walton Beach, Eglin AFB and Destin* with low cost, automatic dial telephone service, Southeastern Tel. operates a network of Philco multiple-channel microwave trunk line carriers. Multiple trunkline switching at Destin and Ft. Walton Beach centrals is completely automatic.





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... AND LAST MORE
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1R54-C communications unit with shock mount, mounting base and close-up of dual vibrator.

FOR RAILROADS ONLY . . .

Bendix—and only Bendix—supplies a complete line of railroad radio built to AAR specifications*

The Bendix "1R" series of two-way railroad radio equipment is in a class by itself in the field of modern railroad communications. Acclaimed as a revolutionary development when introduced less than a year ago, the 1R54-C then was, and still is, the only 64-volt communications unit combining receiver, transmitter and dual-

vibrator power supply in a single, compact case. New transistorized circuitry doubles audio output and keeps power drain at a minimum, resulting in substantial heat reduction and improved efficiency.

Now, the "1R" series has been expanded to include similar equipment for operation from 12-volt DC and 117-volt AC power sources.

Available with a full line of AAR standardized accessory units.

Already in use, or on order, by the railroads shown above, the Bendix "1R" equipment will help improve the efficiency of your communications, too.

Write today for details—Bendix Radio, Railroad Sales, Baltimore, Maryland.

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Bendix Radio Division

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There's even a shower on the Century for a fresh start to the day

Jan Peerce enjoys curtain call after shower song on the 20th Century Limited



Good show, good audience. Mr. Peerce, one of the Met's most amusing raconteurs, and Mrs. Peerce enjoy the good conversation of the Century Lounge.

Met's leading tenor (and Doctor of Music) prescribes this famous train for fast, comfortable travel

"For me," says Jan Peerce, "life without singing would be drudgery. I start off each day with a steaming shower and a song. I can find that shower on the Century—just like home. A day that begins so cheerfully usually continues the same way! And that's just *one* of the reasons why I prefer this train to *any other way of travel.*"

The 20th Century guarantees you privacy when you want it . . . or a chance to cross paths with America's most famous people. Food and drinks are the finest. And at your finger tips, the services of a valet, a barber, a train secretary.

Fast travel needn't mean the sacrifice of comfort. Next time take the luxurious 20th Century.

New York Central Railroad

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FAR-AIR[®] type 48RH air filters

protect 85% of America's diesel locomotives

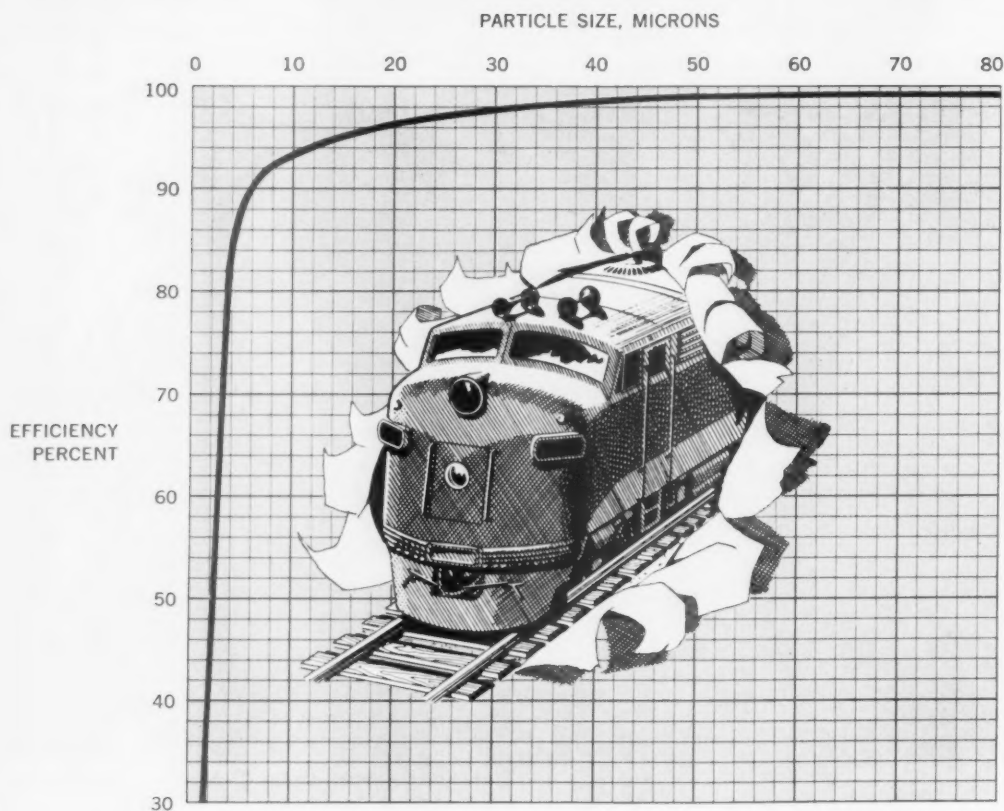


Chart showing the efficiency of the Type 48RH filter in relation to particle size.

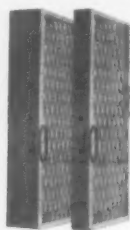
For years Far-Air filters and other Far-Air products have been standard equipment on most of America's railroads. Far-Air Type 48RH filters were specially designed to withstand the severe operating conditions encountered in the railroad industry, and they have been recognized by both locomotive builders and users as the ideal answer to efficient car body air filtration. Millions of miles of on-the-job testing have proved that these filters operate more efficiently under all operating conditions, last longer between cleanings, require less maintenance, and have a longer service life.

The popularity of Far-Air products has not only been earned but is the result of actual specification by locomotive

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To be certain that you are getting the finest in car body air filtration, be sure to specify Far-Air. If you haven't already switched to Far-Air on your present equipment, why not make the change on your next maintenance schedule? ... You'll be amazed at the substantial savings and operating costs.

There is a Farr Company representative near by who will be pleased to consult with you on all your air filtration problems.



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Stopping Rust
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769 D.P. Red Primer





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Here's a tip that may help you.

You can reduce battery costs, save your company money and be better able to judge the comparative value of each make of battery, if you simply keep good battery maintenance records. You will extend battery life by consulting these records frequently, thereby assuring the best possible operating procedures.

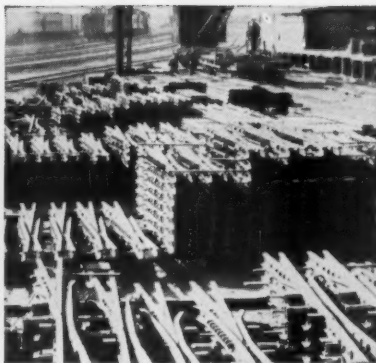
Why not talk this idea over with your local Gould representative . . . he will give you easy-to-use maintenance record charts. Gould-National Batteries, Inc., Trenton 7, N. J.

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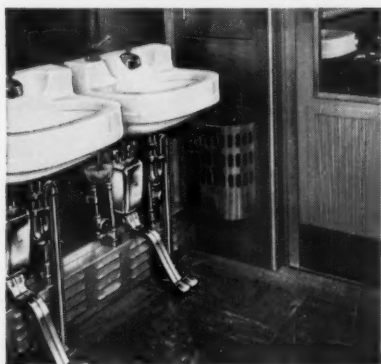
Cleaning diesel interiors



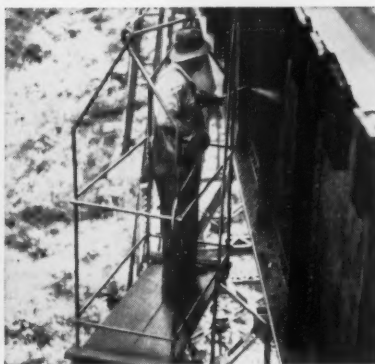
Outdoor storage protection



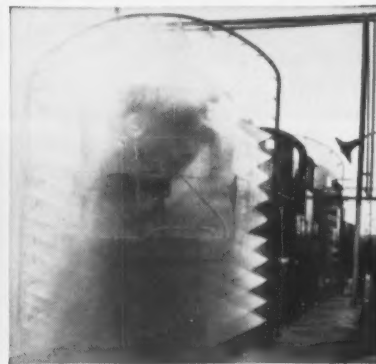
Systems for mineral-free water



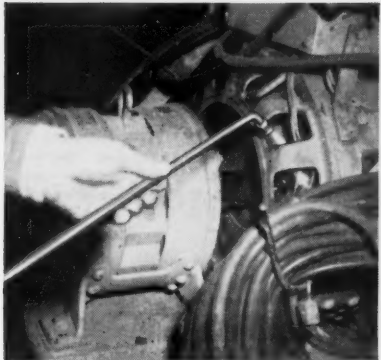
Cleaning and de-odorizing



NO-OX-ID® protects bridges



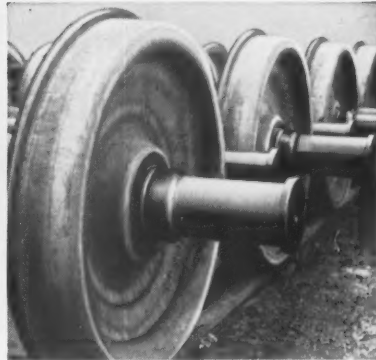
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NO-OX-ID keeps rail joints, switches, signals, car journals corrosion-free



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Dearborn's products and services save money and improve railroad maintenance. This coupon will bring you complete details.

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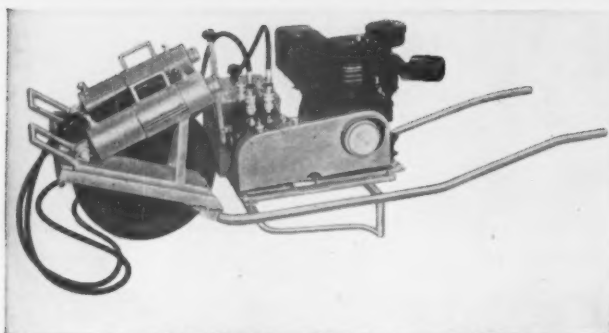
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RTW HYDRAULIC TRACK LINER

**More track lined per hour with
Minimum effort and expense**

The RTW Hydraulic Track Liner—Model P-O—was devised and designed by railroad engineers thoroughly familiar with maintenance of way problems.

A light rigid self contained attachment with double flanged rollers used with the P-O Track Liner adjusts to any height or weight of rail. It supports a portable air-cooled 8 horsepower gasoline driven engine. This power plant can be used with two hydraulic rams for lining thru switches, road crossings, etc., as well as supplying power for the attachment for out-of-face lining. Its light weight and portability reduces operator fatigue.

Railway Trackwork Co.

3207 KENSINGTON AVE., PHILADELPHIA 34, PA.

Upper left—Model P-O gasoline engine powered Hydraulic Track Liner operating two hydraulic rams.

Upper right—Model P-O gasoline engine powered Hydraulic Track Liner operating attachment with double flanged track rollers, adjustable for any height and weight of rail.

Lower left—Model P-O gasoline engine powered Hydraulic Track Liner and two hydraulic rams mounted on wheelbarrow type frame that can easily be operated or transported by one man.

Lower right—Model H-O Hydraulic pump, light weight, hand operated, that will supply power for one (as shown) or two rams. Ideal for small gangs.

This equipment is also available mounted on a wheelbarrow type frame that can be transported by one man for use in heavy traffic areas.

The hand operated hydraulic pump, available with either one or two hydraulic rams, is ideal for spot lining with small gangs.

The interchangeable units of these highly portable power operated Hydraulic Track Liner combinations afford a smaller force, the equipment necessary to do the work that normally would require heavier oversized machines and a large crew.

Write for complete details today

TRACK MAINTENANCE MACHINERY

Rail Grinders • Switch Grinders • Cross Grinders • Surface Grinders • Rail Drills • Cross Cutters • Ballast Extruders • Bit Sharpeners • Tie Nippers • Grinding Wheels • Cut-off Wheels • Tie Handlers • Track Liners

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—where
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THE SOUTHLAND shortest rail route from Cincinnati to Florida's West Coast, daily. Through service from Chicago and Detroit.

These famous L&N trains offer modern Pullman accommodations; comfortable reclining seat coaches; friendly lounge cars; unexcelled dining car service.

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LOUISVILLE & NASHVILLE RAILROAD





“Pennsy” standardizes on high strength low alloy steels containing nickel for ALL new hopper cars

Pennsylvania Railroad recently received delivery of a fleet of new 70-ton hopper cars.

The high tensile steel plates which contact the lading are expected to last approximately 50% longer than the carbon steel sheets formerly used in hopper cars of this type.

To provide this increased life expectancy, the “Pennsy” is standardizing for all new open-top hopper cars, on the use of high strength low alloy steels containing nickel, for all body sheets which contact the lading.

This policy provides extra strength, wear- and corrosion-resistance without adding to weight. As far as maintenance costs are concerned, the use of high strength low alloy steels permits the “Pennsy” to cut heavy repair work and “out-of-service” time in half.

High strength low alloy steels are ideal for railroad freight car bodies

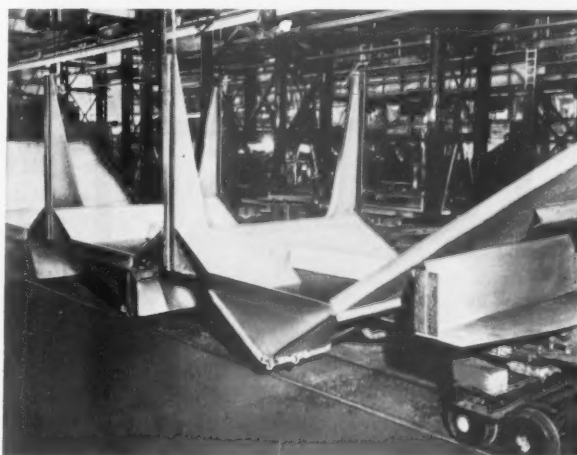
They provide:

- (1) Yield strength of 50,000 psi minimum in the as-rolled condition, which permits either:
 - (a) appreciable weight reduction by using thinner sections . . . or
 - (b) if the same sections are used as for carbon steel, much better durability and minimum maintenance.

(2) Excellent response to usual fabrication operations . . . easy forming . . . easy welding.

(3) Good resistance to corrosion, abrasion and impact.

Send for “Nickel-Copper High Strength Low Alloy Steels.” A copy is yours for the asking.



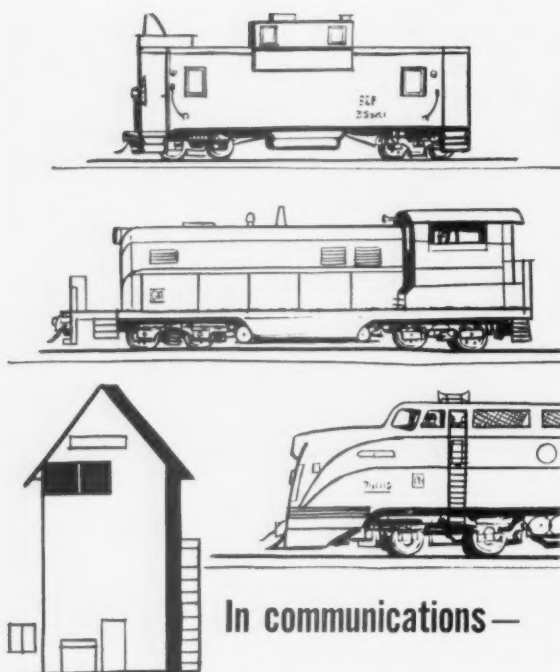
Stripped down hopper car shows the high strength low alloy nickel-containing steel sheets used in fabricating the PRR's new triple-hopper type cars. The use of high strength low alloy steels is expected to lengthen car life, reduce maintenance costs and provide greater equipment availability.



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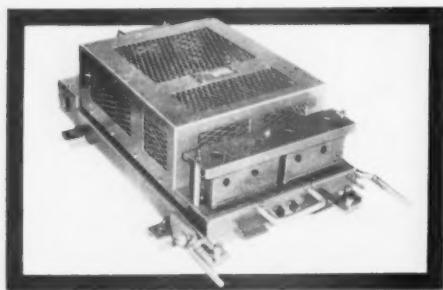
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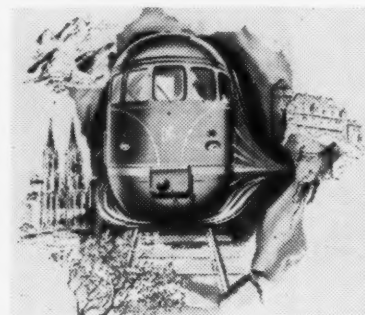
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VIBRATOR INVERTER

*The railroad-proven radio power supply
first choice of experienced railroad men.*

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BEAUTY



Colorful costumes, pageantry centuries old in tradition, ancient castles, venerable cathedrals, dense forests, majestic mountains—you'll see them all when you travel by GERMAN FEDERAL RAILROAD.

You'll travel on fast, frequent, efficient, economical, completely modern trains to all cities in West Germany with tasteful dining-car meals and excellent sleeping car accommodations. Also swift smooth International through-trains to all Europe.

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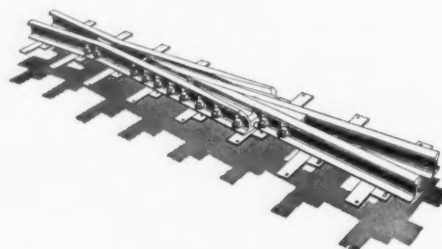
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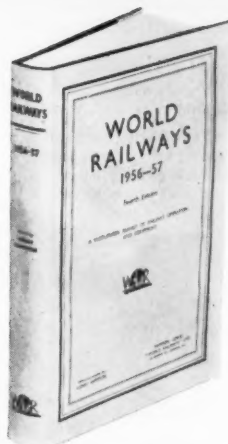
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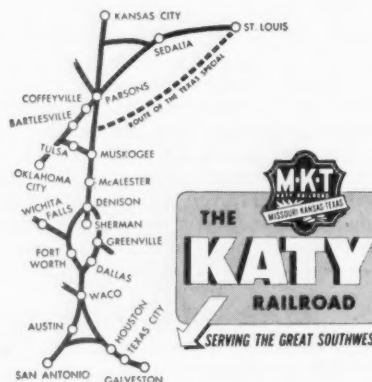
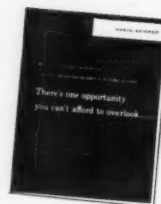
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'Averaging'—the Big Obstacle to Profits

Almost everywhere on the railroads, where there's trouble, there will be found one basic cause, namely *too much "averaging."*

In hauling passengers, there is usually one flat per-mile fare—applied alike to lines of low and high density, and to routes with a lot of competition and those with little. There is usually one rate, and one rate only, which will maximize profitability on a given route—and this rate may be quite different from the rate which will maximize profits on another route. If the actual rate charged is the *average* of these two rates, then neither route will be applying the rate which would maximize its profits.

Why "Averaging" Doesn't Work

For handling mail, the ICC sets rates which "on the average" should make the business, at least, pay its way. But what happens? The "average" rate turns out, really, to be a "ceiling" rate. Wherever the Post Office thinks it can handle the traffic at a lower expense by truck, it diverts the traffic to the highway. One of the world's great transport economists, Dean Gilbert Walker of the University of Birmingham (England), recently observed (in the *British Transport Review* for December 1956):

"In a competitive market no carrier can average his costs and hope to fall back on internal subsidies as the means of balancing his accounts. It is always open to any competitor to undercut the average, and the carrier assuming an obligation to charge the average, either voluntarily or because he is required to do so by law, stands in danger of keeping the traffics which cost more than the average to convey and losing all those which cost less."

The railroads came honestly by the practice of "averaging"—because it is a natural and reasonable practice, under conditions of monopoly. You charge "what the traffic will bear" (i.e., whatever you can get without driving business away)—and the profits on the traffic that is remunerative can make up for losses sustained in providing some below-cost service. And, indeed, because you are a monopoly, public authority will compel you to offer some services which do not earn a profit. But once your monopoly disappears, public authority no longer has any moral or economic right to require the continuation of losing services—*because there is no longer any practicable way for you to recoup such losses.*

What about cost controls? Here, again, the obsolete practice of "averaging" is an obstacle. As Professor Dwight Ladd pointed out in his study of cost controls

in railroad passenger service (*Railway Age*, Jan. 28, p. 22), the only cost figures available on too many specific passenger services are "average" figures. A train is deemed to be profitable or unprofitable—according to costs compiled from system averages of car maintenance and other costs; whereas the actual costs of the particular train in question may depart widely from such averages.

The rules for success under competition and those for success under monopoly are wholly different. Under conditions of monopoly various socially desirable, but highly uneconomic, activities can be initiated and continued without being unduly burdensome, either to patrons or owners. But under conditions of competition, profitable patrons quickly cease to be philanthropic, because they no longer have to be.

You try to charge them more for a service than a competitor charges (to enable you to practice "internal subsidy" in favor of some unprofitable customers), and you soon find yourself with no profitable customers left. What you have left are the losing customers—and the only way you can keep on subsidizing your service to them is by confiscating the equity of the owners of your company.

Profit Opportunity

There are plenty of people who want to ride trains—and there is plenty of mail and express business which can be moved more economically by rail than in any other way. There is enough of such business to earn a lot of money for the railroads. Not just gross money, but net as well.

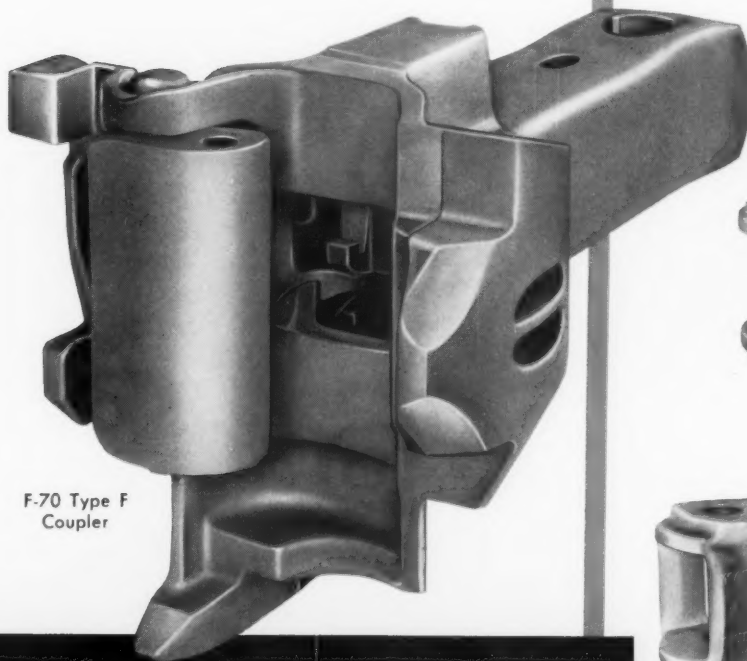
But to make the passenger business a real business instead of a philanthropic enterprise, it will be necessary to reorganize it to operate under the same rules which govern the operation of all other successful competitive enterprises. The outlines of these rules are becoming clearer all the time, and the railroads are making progress in adapting their operations to them (to the degree the regulators will permit). This process needs to be accelerated.

Cut off the hopelessly unprofitable services. Price the potentially profitable services to assure maximum revenue per dollar expended in operating expense. Adjust the service to public demand—in the same way that the product of a successful manufacturer is made to conform to customers' preferences. Carry on the necessary educational endeavor to induce regulators and unions to take account of the rules required for success in competition. Know and be guided by costs. When these things are done, passenger service will not be a "problem" for the railroads, but one of the industry's important assets.

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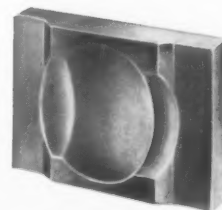


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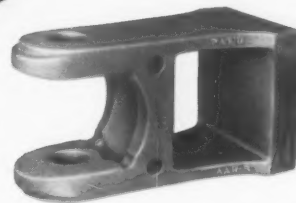
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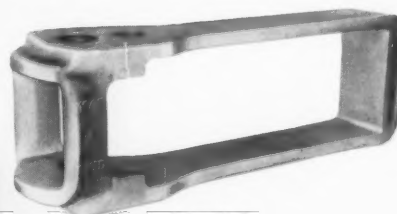
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lateral movement to pump lubricant through the seal. Costly lubricant is saved. It can't leak out of the journal box onto the rails causing troublesome wheel slip on diesel locomotives and on freight cars. Because Timken bearings *roll* the load, never *slide* it, there's no scuffing of rollers and races to shorten bearing life.

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